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OCTOBER 12, 1918.

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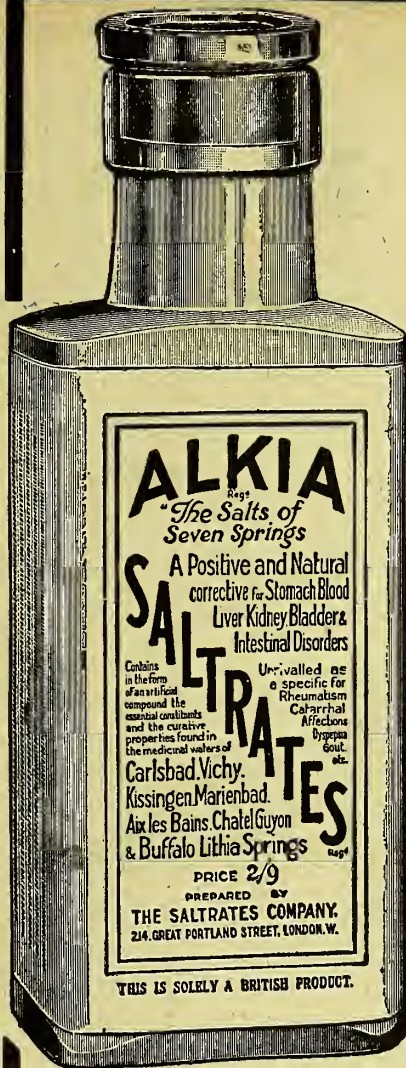
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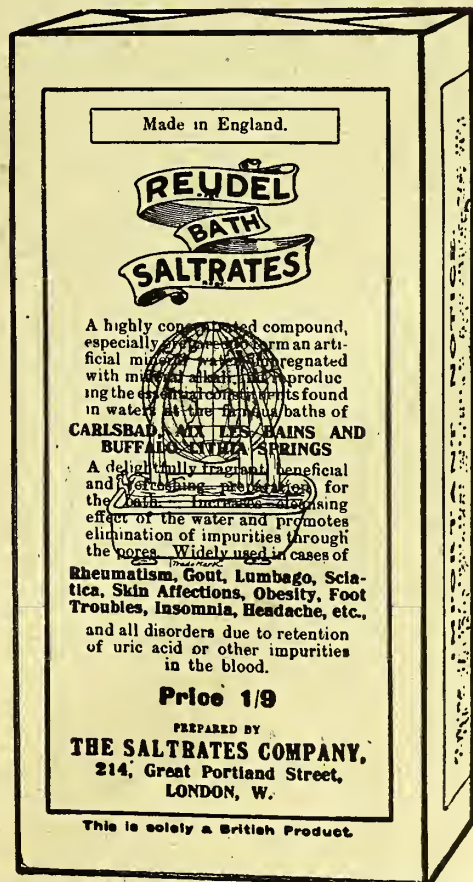
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Only last month we re-affirmed our decision in the matter, but now we are compelled to abandon it—for the present, at any rate—by the sudden and unexpected rise in a commodity essential to the manufacture of Sanatogen.

As from October 1st, therefore, the Face Value prices of Sanatogen are as follows:—

9/6 size now	....	10/9	2/9 size now	....	3/3
5/-	„ „	5/9	1/9	„ „	2/3

Though these increases do not entirely cover our own loss of profit, you will see from the following table, that YOUR profits under the Face Value Scheme remain unaffected:—

New Face-Value Prices of Sanatogen with Trade Profits.

New Face Value Selling Prices per dozen.	Trade Prices per dozen.	Profit per dozen.	Percentage of Profit on Capital Outlay.	Percentage of Profit on Sale.
10/9—129/-	97/6	31/6	32'3	24'4
5/9—69/-	52/6	16/6	31'4	24'0
3/3—39/-	30/10	8/2	26'5	20'9
2/3—27/-	20/3	6/9	33'3	25

On Best Cash-with-Order Terms, 10 per cent. Advertising Discount.

10/9—129/-	87/9	41/3	47	32
5/9—69/-	47/3	21/9	46	31'5
3/3—39/-	27/9	11/3	40'5	28'9
2/3—27/-	18/3	8/9	48	32'4

Thus, buying on best terms and taking the largest-sized tin as a standard of comparison, your profit on capital outlay is 47 per cent., and your profit on sales 32 per cent., while you also benefit by the increased turnover to the extent, for instance, of 5d. on each tin of this size.

In brief, whenever you sell a 10/9 tin you make 3/5 profit.

GENATOSAN, LTD.

(British Purchasers of the Sanatogen Co.)

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(Chairman, The Viscountess Rhondda).

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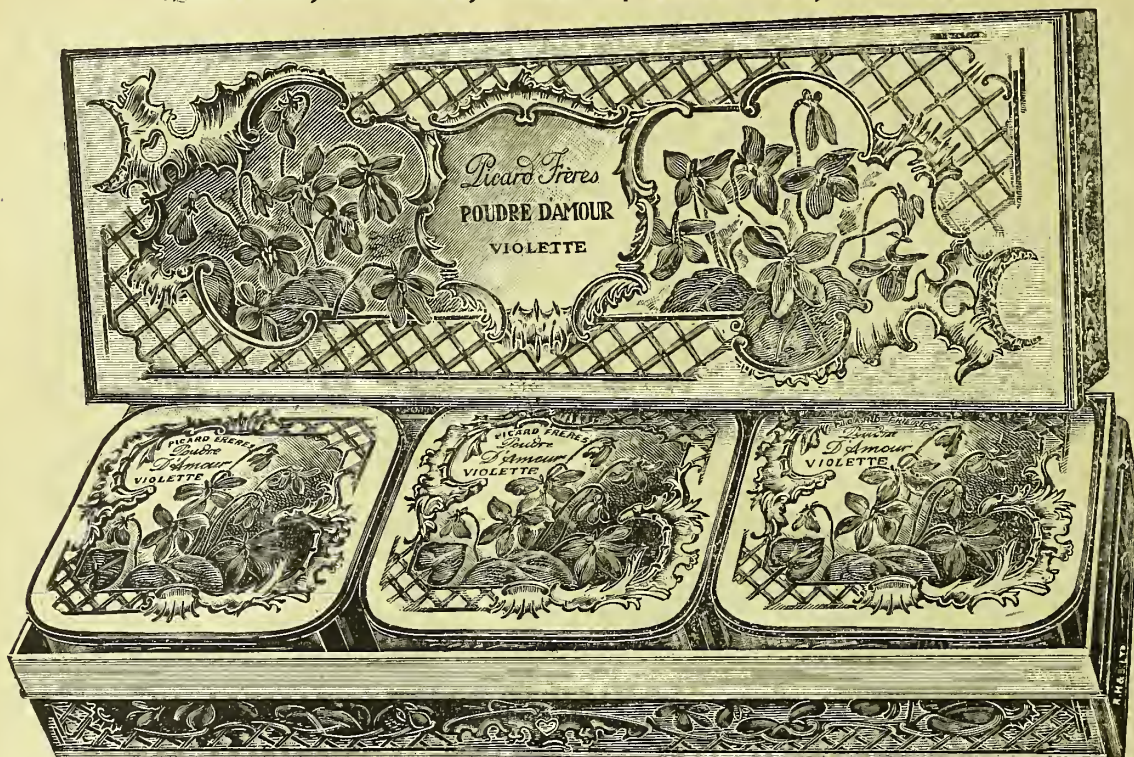
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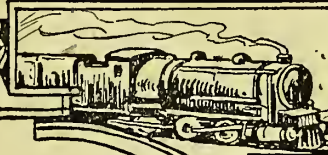
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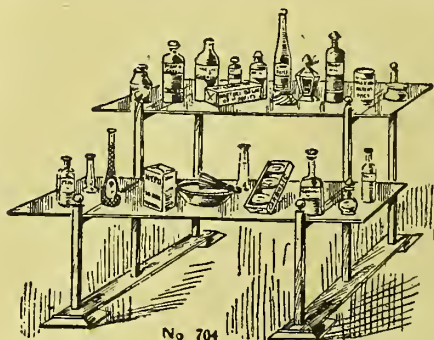
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NUCLEINATE**

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A British Product equal to Cream Tartar 98 p.c.
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for Plasters. The original and only
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6d. & 1/- Packets and 1/6 Tins.**67 Southwark Bridge, London, S.E.****Pyramid
Corks**Named after the ancient pyramids
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and if you look for the trade mark and see always
that you get "Pyramid" Corks, your troubles are
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Maw's Page.

NUMBER 365.

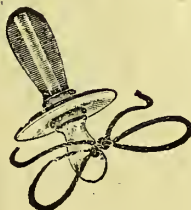
OCT. 12, 1918



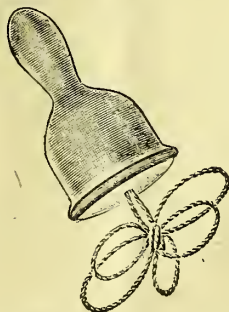
We can supply over 100 varieties of these in Bone Ring or Bone Olive Fittings, all Indiarubber with pneumatic teat, and our popular patent Soother with tubular insertion. Attractive Showcards are supplied free of charge. In those patterns that are supplied, for reasons of health and hygiene, in a dustproof envelope, we send an effective display card upon which one Soother can be mounted.

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No. 110 at 10/6 per gross net	} Complete and tied in
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HOURS OF BUSINESS: 8.30 a.m.—5.30 p.m.

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THE SAFEST AND BEST PREPARATION OF OPIUM.

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NEPENTHE 12/- per lb. **DOUBLE STRENGTH NEPENTHE** 24/- per lb.
GLYCEROLE OF NEPENTHE 6/- per oz.

Discount and terms as usual.

The word "Nepenthe" is registered under the Trade Marks Act, and is our exclusive property.
 No substitute may be dispensed when "Nepenthe" is ordered in a prescription.

FERRIS & COMPY., LTD., BRISTOL.

WHOLESALE TRADE ONLY.

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SALICYLIC ACID

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NO BRANCHES

**High-Class Work
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Reliable Staff under Personal Supervision.
Punctuality Guaranteed, & Best Materials.

CLINICAL THERMOMETERS.

Best Quality at Lowest Prices

WRITE FOR PRICE LIST.

40 DIFFERENT KINDS.

Special Quotations to Wholesale Buyers

THE

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LENS FRONT (Regd.)

CLINICAL THERMOMETER.

P.A.T.A.

MERCURY COLUMN SEEN AT A GLANCE.
Made in Three Rapidities: Ordinary, 1 Minute and $\frac{1}{2}$ Minute.

New Price List of Thermometers for
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PERKEN, SON & CO. LTD.

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WRITE for our SEASON'S LIST

OF BRITISH - MADE POCKET-
LAMP CASES, BATTERIES, AND
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THESE PRICES ARE TYPICAL
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Fitted with $1\frac{1}{2}$ " Lens, Patent Precision
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Description.	List No.	Per doz. complete.
Popular quality, assorted covers, polished fittings	903	27/- net.
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IMPORTANT.—We can supply the above
qualities fitted with $1\frac{1}{2}$ in. lens as follows:—

Popular, No. 310, 25/-	Doz. net.
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Superior, No. 324, 34/-	" "
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FLASH LAMP BULBS.

Customers should
write at once for
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Flash Lamp Bulbs.

Best Quality
3's volt Bulbs,
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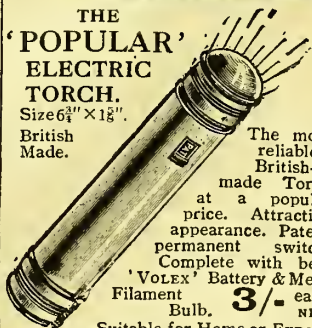
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Best
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'VOLEX'
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POCKET
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Size $6\frac{1}{2}$ " x $1\frac{1}{2}$ ".
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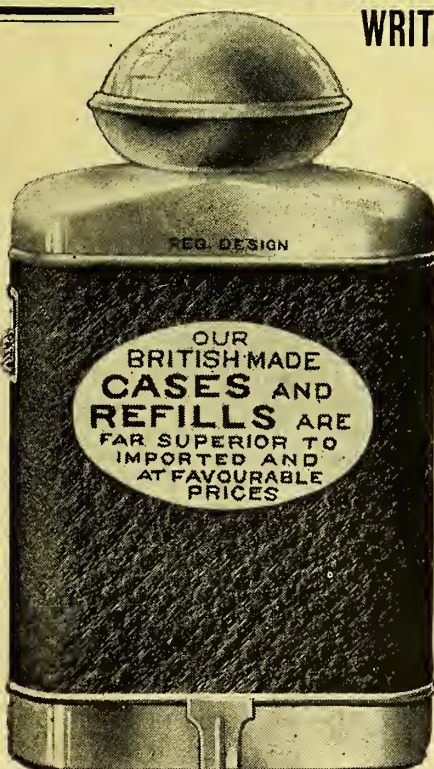
The most
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appearance. Patent
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Complete with best
'VOLEX' Battery & Metal
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Suitable for Home or Export.



The Battery supplied with this torch will hold
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SPARE BATTERIES, T 112, 1/8 each net.

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Remittance with Order will
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Tel. Address: "Pillischer London."

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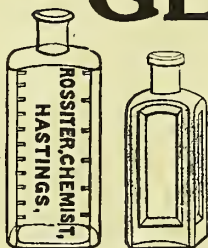
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Medical Flats { Best Quality, Quinine Tinted.
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Panels " Pale Green.
Vials, White Flint. All sizes.
Poisons. Actinic Green, Blue or Amber.

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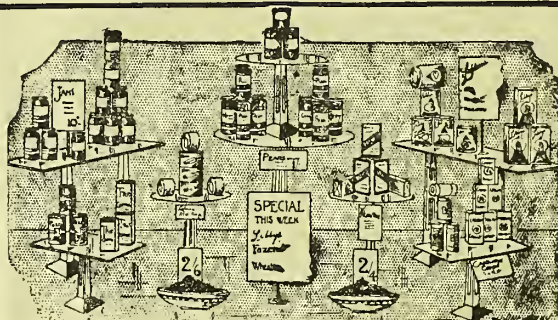
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Telephone—HOP 3222.



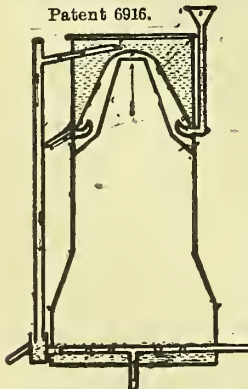
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Set No. 142. Suitable for a Window 8 ft. or 9 ft. long. Consisting of—
4 24" x 12", 2 15", & 3 12" OAK PEDESTALS, 1 24" x 18", 2 18" x 12",
1 16" x 10" OVAL, & 2 30" x 12", 2 18" x 12" OBLONG PLATE-GLASS
SHELVES, and 2 WILLOW BOWLS. **120/-** Complete.

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TO MANUFACTURING AND WHOLESALE DRUGGISTS, &c.

We beg to call attention to the fact that our well-known Patent Stills are made for heating by steam pressure. Where this is available it forms a very cheap and efficient method of obtaining distilled water. Any pressure will suit from 10 to 200 lb., made in various sizes to produce from 1½ to 15 gallons PER HOUR. Cost of distilled water made this way is practically nil. As with our Gas Stills, these are perfectly automatic.

For producing up to
1½ gallons per hour, 9 gallons per hour,
5 " " 15 " " "

Please Inquire for Quotation.

The few most important places we give below afford evidence of the quality, efficiency and economy of the Steam Stills: National Physical Laboratory, 2 in use; Imperial College of Science, 8 in use; University of Wales; Pharmaceutical Society; Guy's Hospital Bacteriological Department; and many of the leading Breweries and Drug Houses etc. etc.

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Estimates submitted free if required
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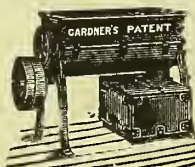
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OVER 5,300 working in

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POWDERS are Sifted and
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one operation and without
loss by dust.



FOR HAND OR POWER.

From 60/- upwards.

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TOOTH PASTE **THE 100%** **TOOTH PASTE**

NOTICE—NEW PRICE. The retail price of the small size paste is now advanced to **7½d.** per tube. We will supply new price tickets upon request.

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LYSOL SHAVING STICKS

Special 100% Bonus Offer.

Please send me, Carriage Paid, with Showcards:

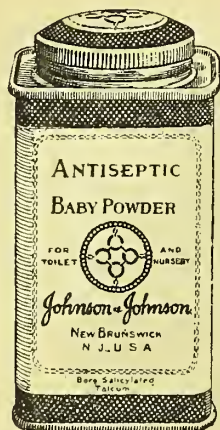
6 dozen 1/- Shaving Sticks at 8/- per dozen,
and 2 dozen Bonus - - Free of Charge,

for which I enclose cash **48/-** herewith, and undertake to make Counter and Window Display in return for above terms.

Name.....

Address.....

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Look for the Name
and Trade Mark.

WARNING.

The package is being imitated, but the contents and the trade mark are inimitable and the name of Johnson & Johnson is the Hall-mark for Quality.

Antiseptic Baby Powder

Johnson & Johnson.

← Minimum Retail Selling Price P.A.T.A. 10½d. per package.
Cost 7/- per dozen net.

We are now in a position to supply THE ORIGINAL Antiseptic Baby Powder from our London warehouse.

EMPTY CONTAINERS. How to help in a War Economy.

AS it is very difficult to obtain an adequate supply of the containers for the Antiseptic Baby Powder, we consider it a National Duty at this time to endeavour to conserve these and save material and labour wherever possible. With this object in view we are prepared to make a substantial allowance for all empty containers returned to us in good condition, not scratched. For full particulars as to this allowance look for the notice which is sent out with the orders for this Antiseptic Baby Powder.

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Phone: City 6910-6911.

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"LESCOL" FLORAL PERFUMES

NOTICE

ON account of shortage of spirit and raw materials, Christmas Perfumes will be very scarce this year; but as we are holding a very fair stock at remunerative prices to our customers, we strongly advise them to send us their requirements at an early date, in order to avoid disappointment. On receipt of postcard, if possible, one of our representatives will call with samples when next in your vicinity, or we will forward you a complete price list.

We also hold good stocks of ESSENTIAL OILS at lowest market prices, & FLORAL OTTOS, FRUIT ESSENCES, CHEMICALS, &c.

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Telephone: 810 HOP. (Proprietors: The London Essence Co.) Telegrams: "VANILLIN. CAMBER. LONDON."



A sample
will convince you
of the selling
possibilities of

SNOWLEEN

*We will send free to any Chemist a sample of above
with Prices and Bonus Terms on receipt of address.*

**SHOWS A BIG PROFIT.
WELL ADVERTISED.
QUICK SALES GUARANTEED**

PRICES

Per doz.	...	7/9
Gross	...	92/-

BONUSES

$\frac{1}{2}$ gross receives $\frac{1}{2}$ dozen free.
1 " " $1\frac{1}{4}$ " "

Protected Price 1/-.

**WHITE BAND MFG. CO., Ltd.
SOUTH CROYDON.**



BRITISH ODOL



C.V. & S. 12.

Send for Price
List and Trading
Terms.

53/-,
29/-,
and
18/-

PER DOZ.

ODOL
Chemical Works,
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OVER 100 % PROFIT
ENSURED & PROTECTED (P.A.T.A.)
for sellers of

Laurence's Hair Dyes

One solution, nine shades.

A first-class article with an enormous demand, created entirely on its own merits, and carrying a first-class profit.

Size.	Minimum retail.	Minimum wholesale.	
1/-	...	1/-	...
1/6	...	1/6	...
2/6	...	2/3	...
3/6	...	3/3	...
		7/6	per doz.
		9/-	less 5 %
		15/-	discount
		21/-	

SPECIAL BONUS.

Buyers of 3 doz. bottles receive 3 bottles gratis (may be assorted and any size).

Do. 6 doz. do. 8 bottles gratis.

Do. 12 doz. do. 18 bottles gratis.

Equivalent in the case of the size in most general demand, viz. 1/6 size to 4/6, 12/- and 27/- respectively.

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LTD.

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Emmott Street, Mile End, London, E. 1.

TOOGOOD'S TOILET CREAMS



Creme Altesia

A non-greasy Face Cream. Packed in
1-oz. Screw-capped Jars, each in Carton.
7/- per doz.



Altesia Skin Food

A greasy Skin Cream. Packed in 1½-oz.
Flat Screw-capped Jars. 7/- per doz.

Manufactured only by

William Toogood, Ltd., 77 Southwark Street, London, S.E.1.

PETROLEUM JELLIES

White, Yellow, Amber and Red.

For Pharmaceutical and General Purposes.

AMERICAN SPIRITS OF TURPENTINE,
OLIVE, CASTOR, COLZA OILS,
ROSIN, and LUX BLOOMLESS MINERAL OILS.

James Arnott & Sons, Ltd.

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'KO-TAL-KO'

**CERTAIN IN RESULTS
and
CERTAIN IN SALES**

THE PUBLIC WANT IT

For strong advertising has taught them its merits, and practical experience has proven its claims. "KO-TAL-KO" is the strongest recommended hair preparation on the market, and this, in conjunction with my widespread publicity, is the best of all reasons why

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Apart from quick and ready sales my trade prices allow of a fair profit to you. "KO-TAL-KO" is always on the move, never cumbrous the shelves long, and is a business asset of the highest value for your repeat orders are always warranted.

IT PROFITS EVERYONE.

"KO-TAL-KO" does justice to me, to you and to the public, and every Chemist and Druggist should order a supply.

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RETAIL
PRICE
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5/- Size
12/6 "

TRADE
PRICE

48/- per
doz.
112/6 "

More business- larger profits.

THE extensive advertising of MOVOL is creating a demand which grows bigger every day.



Advertisements are appearing in leading National publications and Fashion periodicals, telling housewives that Iron-mould, Ink-stains and Fruit-stains are no longer immovable, and that



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Mail a P.C. now for trial stock and display material to

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2/- 2/6

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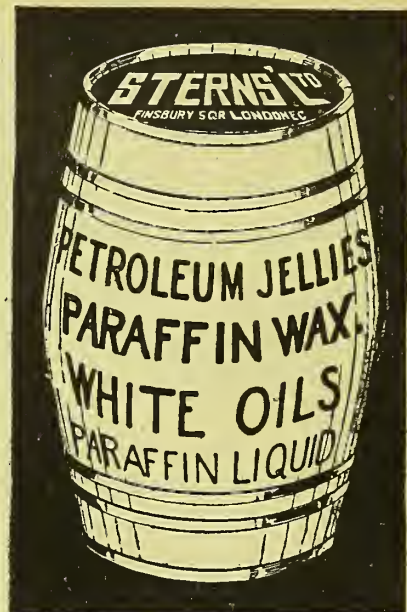
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184 to 190 GOSWELL ROAD

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**Solyptol
SOAP**

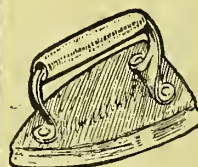
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Toilet Soap of
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Non-irritating.
Agreeably perfumed.
Lathers in hard water.
Assists the complexion.
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Invaluable in the
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TOILET SOAP in 3-tablet boxes.

SHAVING STICKS, each in a carton, packed half-dozen
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F. H. FAULDING & CO. 54 Ct. Tower St., London, E.C.
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Stocked by all Patent Medicine Vendors and the Principal Stores.



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FLAT IRON
to smooth out the creases
if you use

SEMREH
BOTTLE CAPS.

They are SELF-FITTING
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Clinical Thermometer The "REPELLO"

Requires no shaking down. Guaranteed Accurate.

A 30-Second Pushed back
in an instant.

Good
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Lines for
Chemists



Showing flattened
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NEW IMPROVED LENS FINDER

The only Easy Reading Magnifying
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IN FOCUS.



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The square mark engraved on lens front
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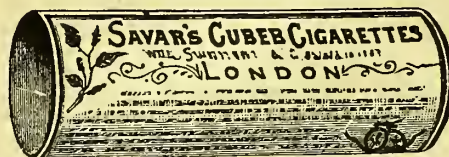
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1/- size - 9/- doz. net.

2/6 " - 2 1/6 " "

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"FLAMMOGENE"

THE

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EFFICIENTLY REPLACES S.V.M. FOR ALL GENERAL HOUSEHOLD USES.
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THE GOLD MEDAL FRUIT DRINK.

Quick Seller. Big Profits. Over 40 Years' Reputation.
"ABDINE" is the most popular Health Drink. Superior to all Mineral Waters. Sold in Packets, 12d. each; Boxes of 13 packets, 1/6.
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Established 1839.

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We supply protective overalls and aprons in any colour or style required. They are made by experienced hands for all branches of the chemical trade.

Keenest Quotations sent on request, or a special representative will be pleased to call.

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$\frac{1}{4}$ gr. 550 @ 18/- per 1,000.

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Not less than 5,000 tablets supplied. Registered postage 8d.
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BANDAGE
EXCELSIOR
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GIMBER'S EXCELSIOR
CREPE BANDAGE

An Elastic Bandage. Containing no Indiarubber. Superseding Elastic Stockings, Webs, Bandages, and at half the cost. Three sizes, about 2, 2½, and 3½ inches wide. Excelsior Crepe Abdominal Binders.—Useful after many Abdominal Operations, and for ladies after confinements. Two sizes: 8 & 11 in. wide.

CAUTION.—Beware of fraudulent and useless imitations, and reject all Bandages not bearing the above Trade Mark on the Wrappers.

Wholesale of
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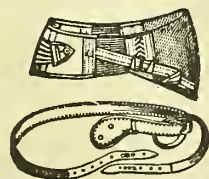
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CHEST PROTECTORS and SLEEPING SOCKS, ELASTIC and
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DRUGGISTS' SUNDRIES, INDIA RUBBER HOT WATER BOTTLES
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Three great Government Departments are combining to effectively deal with the Rat Problem. Poison is to be the principal weapon used against the rats, and farmers and others concerned will be obliged to join in a comprehensive campaign to be carried out by the Local Authorities. Push.

"Rodine" Rat Poison.

It never fails. It has the greatest record of any rat poison on the market. An agent writes: "Rodine" gives to seller and user the best visible results. "Rodine" yields nearly 100% profit to agents. GET IT ON BEST TERMS.

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FOR COLOURING GREY HAIR

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($\frac{1}{4}$ gr. 330 in 1 gr.)

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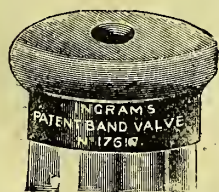
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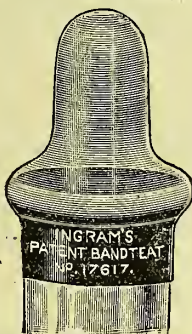
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Black or
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Rubber.

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TEAT (Patent No. 17617) Black or Transparent.	2/6 per Doz. Net 27/6 per Grs. Net (for orders of 3 Doz. and over).	3½d. EACH.
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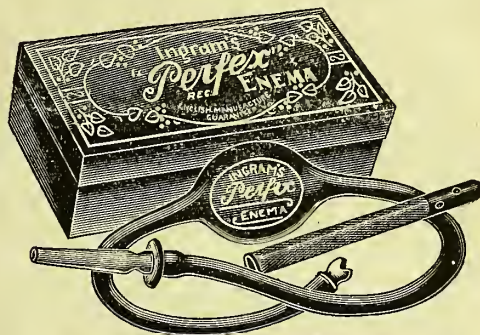
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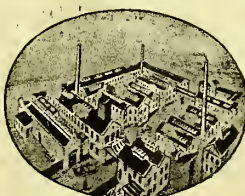
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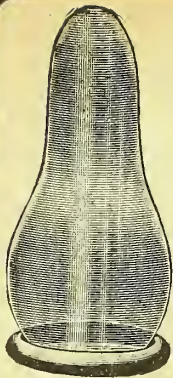
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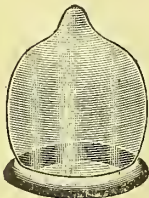
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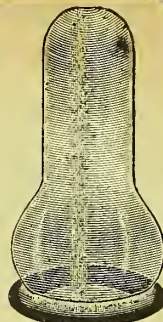
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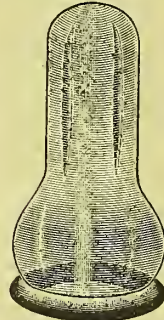
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
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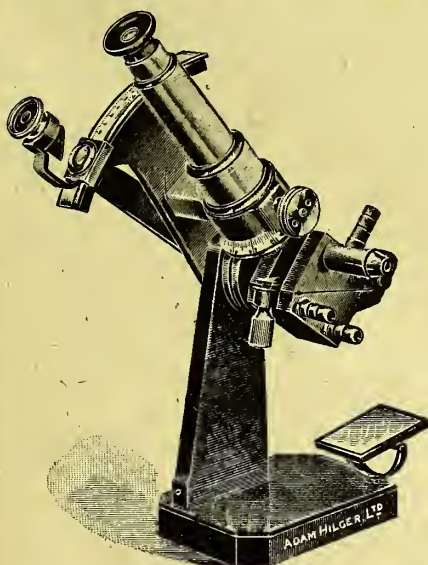
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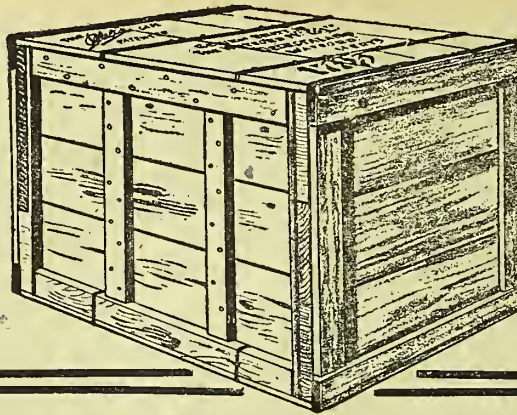
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15/-
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THIS PRICE
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WEIGHT 30 LBS.

WE ALSO MAKE A LIGHTER CRATE ON SAME LINES.

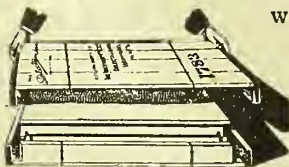
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If your Standard is high in what constitutes an Ideal EMULSION.—

If your Judgment is sound and you are able to appreciate the highest in quality and value, then we welcome your inquiries and criticisms, and cordially invite you to write for samples and prices. We have several styles, of real forceful selling value, which have

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Lightest
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Preparations.**

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The CHEMIST AND DRUGGIST is in circulation and reputation the leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is the official Journal of many Chemists' Societies in Australia, Ireland, New Zealand, South Africa, and the West Indies.

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Twelve Shillings and Sixpence a year in advance, post free to any part of the world, including a copy of *The Chemist and Druggist Diary* next published. Subscriptions may begin any month. Single Copy, 6d.; Summer or Winter Number, 1s.; *Diary* 3s. 6d. Postal orders and cheques to be crossed "Martin's Bank (Limited)."

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Coming Events.

This section of the "C. & D." is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Tuesday, October 15.

Sheffield Pharmaceutical Committee. Literary and Philosophical Society's rooms. Meeting of panel chemists to consider Insurance dispensing terms for 1919.

Wednesday, October 16.

Industrial Reconstruction Council, Saddlers' Hall, Cheapside, London, E.C. 2, at 4.30 P.M. Dr. C. Addison, Minister of Reconstruction, on "The Principles of Reconstruction."

Liverpool Chemists' Association, Royal Institution, Colquitt Street, at 8.15 P.M. Discussion on the "Organisation Scheme of the Pharmaceutical Society." At 7.45 P.M. there will be a meeting of panel chemists to consider the new tariff proposals for 1919.

Birmingham Pharmaceutical Association, Birmingham University, Edmund Street, at 5 P.M. Annual General Meeting.

Thursday, October 17.

Glasgow and West of Scotland Chemists' Association. Lantern-lecture by Mr. David Ellis, D.Sc., on "Bacteria in Relation to Human Life."

NEW USE FOR FLUORESCIN.—To determine whether death has occurred, it is suggested that fluorescein be injected into the body. If the eyes turn a vivid green colour death has not taken place.

SUCH IS FAME.—"What have you been feeding the child on?" asked the doctor. "Salonika," confidently replied the mother. It turned out that she was referring to Sanatogen.

European War News.

Import and Export Notices.

DENMARK AND HOLLAND.—A consolidated and enlarged list of goods which may be exported from the United Kingdom to Denmark and Holland under licence is published in the "Board of Trade" Journal, September 26. It takes the place of those previously published.

SWEDEN.—The following articles have been added to the list of goods which are now prohibited for exportation from Sweden to all countries and also in transit through Sweden: Infusorial earth, bauxite, fluorspar, cryolite, vegetable ivory nuts, nut-shells, and other similar vegetable materials not specially mentioned.

SWITZERLAND.—The British Board of Trade are in receipt of copy of a Decree of the Swiss Federal Council, dated August 30, in virtue of which the exportation from Switzerland of all classes of merchandise is prohibited, except under special or general export licences issued by the Department of Public Economy. The Decree, which was referred to in the *C. & D.*, September 14 (p. 33), came into force on September 5.

Personalia.

PRIVATE HARRY HAVIOUR, Royal Warwickshire Regiment, is reported missing and is believed to be a prisoner of war. Prior to joining the Forces he represented Joseph Crosfield & Sons, Ltd., Warrington.

RIFLEMAN SIDNEY WOODSIDE, Royal Irish Rifles, has been awarded the Military Medal. Prior to his enlistment in 1915, at the age of sixteen, Rifleman Woodside was an apprentice to Mr. J. F. Browne, Ph.C., Shankhill Road, Belfast.

LIEUTENANT DURES has been awarded the Military Cross for bravery on the Western Front. Lieutenant Dures is a son of Mr. T. Dures, who has been for about fifty years with Ayrton, Saunders & Co., Ltd. Both sons of Mr. Dures are in the Army.

SECOND-LIEUTENANT L. A. HOLDEN, Royal Welsh Fusiliers, who has been wounded on the Western Front, is progressing favourably in hospital in London. He is the son of Mr. Joseph Holden, the East Lancashire representative of Evans Sons Lescher & Webb, Ltd.

LIEUTENANT GEORGE E. BIRKETT, R.A.M.C., was wounded, on September 15, while attending to an injured man, and is now in hospital in London. Lieutenant Birkett is the only son of Mr. John Birkett, Ph.C., who was Mayor of Morecambe for three successive years.

SECOND-LIEUTENANT ARTHUR FREDERICK MAXWELL, Royal Irish Fusiliers, has been gazetted lieutenant. Lieutenant Maxwell, who is a pharmaceutical chemist, is the fourth son of Mr. William Maxwell, chemist and druggist (Maxwell, Greer & Co., Ltd., chemists, Londonderry). Four of his brothers are in the Army.

LIEUTENANT FRED GRIMWADE, R.A.F., eldest son of Mr. E. Norton Grimwade, is in Melbourne on nine months' leave of absence. He was a prisoner of war in Germany, and received disgraceful treatment from the Germans. He was severely wounded, but was left for five days with his injuries untouched. He was otherwise brutally ill-treated. When he recovered he was imprisoned for refusing to give information regarding the movements of the Allies. This seems a case in which the Germans concerned should be held personally liable and punished accordingly.

SECOND-LIEUTENANT JOHN HOWARD UMNEY, Gen. List and R.A.F., has been awarded the Military Cross for gallant services thus described officially: "During recent operations he destroyed five enemy machines. By his untiring energy and keenness, both in the air and on the ground, he set a splendid example to other observers in the squadron, and greatly helped his pilot in successful encounters." Second-Lieutenant Umney is the only son of Mr. J. C. Umney (chairman of Wright, Layman & Umney, Ltd.), an ex-President of the British Pharmaceutical Conference. He received his commission last year.

WE HAVE HAD A PLEASANT CHAT this week with Sergeant Hole, R.A.M.C., who hails from Edmonton, Alberta, and is a *C. & D.* subscriber. Among the pharmaceutical matters upon which our visitor had some interesting experiences was the finding of a fine specimen of herbane among the ruins of the shell-torn Western Front. The plant was seedling, and Sergeant Hole has secured a supply of seed as a memento of the occasion. Woven paper surgical appliances and paper bandages are now used exclusively by the Germans, who are evidently in terrible straits for vegetable fibres. Among the captured German supplies were packages of cotton-wool which had formed part of the booty secured by Austrians last year from Italy.

English and Welsh News.

The Editor would be obliged if subscribers would send him marked copies of newspapers containing items of interest for insertion in this or other news sections of the "C. & D."

Contracts.

The following tenders have been accepted by the bodies named:

Birkenhead Guardians.—Evans Sons Lescher & Webb, Ltd., drugs and sundries.

Thame Guardians.—Mr. O. J. Barley, chemist and druggist, disinfectants.

Thanet Guardians.—Messrs. T. Siminon, J. H. Skitt, and V. J. Wools, chemists and druggists, medicines, etc.

New British and "Key" Industries Exhibition.

An exhibition of materials and products pertaining to "key" industries was opened at the Central Hall, Westminster, London, S.W., on October 7. In the absence, through illness, of the Rt. Hon. J. Austen Chamberlain, the opening ceremony was performed by Mr. H. J. Mackinder, M.P., Chairman of the Tariff Reform League, the industrial section of which has organised the exhibition. From his speech it appears that the present venture, which is sanctioned by the Ministry of Munitions and the Board of Trade is entirely distinct from that held at King's College, London, in the summer (C. & D., August 17, p. 37). On the opening day, when we visited the exhibition, several of the stands were in an unfinished condition; but in this respect the collection compared favourably with the generality of similar shows. So far as floor-space is concerned, the exhibits of dyes and their intermediates come easily first. The stands of British Dyes, Ltd., Brotherton & Co., Ltd., Levinstein, Ltd., and the London Dye Manufacturing Co., Ltd., not only are designed on a large scale, but have points of unusual artistic appeal. Among exhibits of chemicals, one of the most striking displays is that of James H. Dennis & Co., Ltd., who have constructed a copper-sulphate crown of giant proportions. Some fine crystals of potassium salts are shown by the British Cyanides Co., Ltd.; and photographic and analytical reagents are respectively done justice to by Johnson & Sons (Manufacturing Chemists), Ltd., and T. Morson & Son, Ltd. Chemicals of a more purely pharmaceutical nature are displayed by W. J. Bush & Co., Ltd., the British Resorcin Manufacturing Co., Ltd., and A. Boake, Roberts & Co., Ltd.; while samples showing the application of aniline dyes in the manufacture of coloured paper occupy the stand of J. R. Compton & Bros., Ltd. Glass for technical purposes is shown by the British Chemical Ware Manufacturers' Association, Ltd., Thermos, Ltd., the British Laboratory Ware Association, Ltd., the British Glass Wool Co., Ltd., New English Glass Manufacturers, Ltd., Newton & Wright, Ltd., and Mr. Cuthbert Andrews, the last two of which firms specialise in x-ray apparatus. Other well-known exhibitors are the British Ever Ready Co., Ltd., the Vulco Dry Battery Co., Ltd., Henry Wiggins & Co., Ltd. (nickel laboratory ware), the North British Rubber Co., Ltd., the British Ebonite Co., Ltd., Erinoid, Ltd., the Mond Nickel Co., Ltd. ("Blighty" Spraying Mixture), G. G. Blackwell, Sons & Co., Ltd., the Auto-Strop Safety Razor Co., Ltd., Mr. Percy P. Baker (camel-hair brushes), G. B. Kent & Sons, Ltd., the Quain Ozone Syndicate, Ltd., the White Band Manufacturing Co., Ltd. (photographic developers), the Gas Light and Coke Co., Ltd. (coal-tar derivatives), and Mr. A. Luraschi (thermometers). Papers on coal-tar dyes and other topical subjects occupy the first part of the official handbook. The Exhibition remains open (admission free) to October 22.

Birmingham.

The cold winds and rains of the past few days have given a great stimulus to pharmacy in several respects.

A blaze of unicolour (usually blue) is the latest mode of window-display—preferably of "own specialities."

An interesting exhibit may be seen in the window of Salt & Son, Ltd., Cherry Street, where are displayed the parts that go to make artificial limbs and surgical appliances.

Educational machinery, primary, secondary, and tertiary, is now in full swing, and pharmacy students (mostly ladies) are eager to get qualified before the country returns to peace conditions.

Chance Bros. & Co., Ltd., Oldbury, the sole manufacturers of optical glass in England prior to the war, are receiving direct Government assistance to extend their works. In 1913 there were eleven types of optical glass made in England; now, there are seventy-five.

The names of Vera Janet Alcock and H. W. Bland appear in the recent examination pass-lists of Birmingham University—the former in Intermediate Science and the latter in an instalment of the M.B., Ch.B. series. Both belong to families well known in local pharmacy.

A lad aged fifteen has recently, in the Birmingham Children's Court, given as his reason for being idle the fact that he was only offered 24s. a week, his own estimate of the value of his services for that period being 2l. Presumably, the species errand-boy is extinct.

Liverpool.

"Agent for War Savings Certificates" appears on many pharmacy windows.

The "flu" is prevalent in Hanover Street, and there are many temporary gaps in the war-depleted staffs.

The musical and dramatic section of the staff of Ayrton, Saunders & Co., Ltd., are giving an entertainment at Wallace on October 12 for Red Cross funds.

A curious incident occurred this week in a central-area pharmacy. Three men entered, and one, who was "well oiled," begged to have his ears syringed. His wish was granted, and to the surprise of all, including himself, his sobriety returned as if by magic.

Mr. Parkin S. Booth (the Association of Manufacturing Chemists, Ltd.) played Mr. J. M. Tallantyre (export department, Evans Sons Lescher & Webb, Ltd.) for the Stanton Cup, West Cheshire Golf Club, in the second round, and won with five up and four to play.

Two Greek sailors were fined 50l. each by the Liverpool Deputy-Stipendiary on October 8 for importing 10 lb. of opium. The interpreter pronounced the opium, which was made up in three canvas coverings, each in size and shape resembling a soldier's water-bottle, as "the finest produced in the East." The opium was confiscated.

Much satisfaction is expressed with the letters of the President and Secretary of the Liverpool Chemical Association, and of Mr. Glyn Jones (C. & D., October 5, pp. 34, 45), calling upon the playwright, who, writing from New York, charged five Liverpool pharmacists with selling morphine to members of the Entente Forces, to quote the evidence on which his allegation was based.

Nottingham.

Sales of honey are rapidly increasing in volume owing to the existing shortage of jam and the threatened further curtailment of the sugar allowance.

Recent dispensing difficulties have made this class of work very distasteful to those engaged in it. A great boon would be conferred upon chemists (and particularly those having a large Insurance connection) if doctors would prescribe articles they know are procurable.

Pharmacists here are more amused than annoyed at the extraordinary story, to which much publicity has been given, of morphine queues in Liverpool. A local chemist suggests that the allegations have probably about as much foundation in fact as the visions of the unfortunate drug-taker.

Chemists here say that the public demand for saccharin appears to be insatiable. The uncontrolled variety from abroad is easily obtainable, provided retailers are willing to pay the price. Although a great proportion of the controlled saccharin emanates from this city, local chemists are only able to get their supplies from the same sources as those in other parts of the country.

Sheffield.

The Lord Mayor of Sheffield opened a Government Information Bureau on October 8 at the High Street branch of Boots, Ltd.

At the recent inaugural meeting of the Sheffield Association of Metallurgical Chemists, the Vice-Chancellor of the University said that the University would encourage the formation of evening classes in chemistry for elementary and intermediate students.

The branch coal and fuel departments have been closed, but the office in Norfolk Street is still open for the supply of information. The new Order on window-lighting is making a great difference to chemists, who are debarred from continuing their dainty subdued effects, which were decidedly attractive.

Miscellaneous.

ENGLISH PEPPERMINT OIL.—The "Daily Mail" states that the peppermint-crop on the sewage-farm at Mayfield (Sussex) has produced 14½ lb. of oil, for which 3l. 5s. a lb. has been offered.

EARLY-CLOSING AGREEMENT.—On account of the lighting restrictions, the chemists of Mansfield have decided to close for the six winter months at 1 P.M. on Wednesdays, 8.45 P.M. on Saturdays, and 7.45 P.M. on other days, with a rota for Wednesday and Sunday evenings.

LIBELLING CHEMISTS.—Some of the newspapers that printed the effusion of Mr. J. Hartley Manners referred to last week (*C. & D.*, October 5, pp. 34 and 43) have published letters from Mr. Glyn-Jones and Mr. Harry Moon, of the Pharmaceutical Society, calling for the production of the evidence upon which the charges were made.

SALE OF FOOD AND DRUGS ACTS.—At Bradford Police Court, on October 5, J. Savage & Co., Ltd., chemists, were summoned for selling Gregory's powder not compounded in the prescribed manner, carbonate of magnesium having been used instead of magnesium oxide. The defence was that a youth had sold the powder. A fine of 3*l.* was imposed.

POISONINGS.—A verdict of "Suicide while insane" was returned by the Westminster Coroner on October 9 in the case of Mr. James Henry Dyall, an accountant, who was found dead in bed with a bottle containing oxalic acid by his side.—A similar verdict was returned at Leeds in the case of a Mrs. Fryer, who took about 2 oz. of drops for inhaling.

POISON-LICENCE OPPOSED.—At a meeting of the Worcester City Council on October 1, the Watch Committee's recommendation that a licence for the sale of agricultural and horticultural poisons be granted to H. W. Holtham & Co., Ltd., forage merchants, was opposed by Mr. H. J. Aubrey, chemist and druggist, who pointed out that there were some fourteen chemists in the city, one of whom carried on business next door to Holtham & Co., Ltd. The matter was referred back to the Committee.

HONEY, JAM AND SYRUP TO BE RATIONED.—As from November 3 jam, marmalade, syrup, treacle, and honey are to be rationed. Consumers must register with a retailer for jam before November 10, using the spare counterfoil in their new ration-books for the purpose. Jam and marmalade will only be obtainable by presenting the red coupons on leaf 5 to the retailer with whom the consumer has registered, but syrup, treacle, and honey may be purchased on the coupons from any retailer who can supply them.

MOROCCO OIL-TRADE.—Trade between this country and Morocco in olive oil, linseed oil, and others of a kindred nature was referred to on October 2 at a meeting of the British Merchants' Morocco Association, held at the Cannon Street Hotel, London, E.C., when Mr. R. S. Hunter presided. He showed that trade in oils, etc., had enormously increased in the years dealt with—1913 to 1916 inclusive—and expressed the view that merchants in those commodities after the war would have opportunities of developing their business very substantially. It was hoped that a Commercial Attaché would be appointed to Morocco, and that the English language would be taught there. Cordial relations had been established between the Association and the Administration of the French Protectorate, and the assurances received by the Association were such as to inspire confidence in the future for British trade in Morocco in oils and other goods.

IN THE COURTS.—At Old Street Police Court, London, on October 5, Charles Barclay, cartage contractor, and Alexander Mackenzie, foreman, were each sentenced to three months' imprisonment in the second division for receiving and stealing respectively four sacks of flour, the property of George King & Co., invalid-food manufacturers, Sycamore Street, E.C. It was stated that Barclay is a special constable.—At the Guildhall Police Court, London, on October 7, Frederick Hettick, who had been chief ledger clerk at the London offices of Joseph Watson & Sons, Ltd., soap manufacturers, Leeds, was sentenced to three months' imprisonment for embezzlement. Investigation of the books had shown defalcations to the extent of at least 100*l.*—In the Bow County Court, London, on October 7, Blundell & Rigby, agents, Bedford Street, W.C., recovered 56*l.* 5*s.* from Dr. Patrick Cagney by way of commission on the sale of his business. The price asked was one year's takings, with 1,000*l.* down. When a prospective buyer believed that he had completed purchase for 1,750*l.*, defendant said that he could not sell without disposing of his house in Burdett Road. The Judge held that the particulars given for the sale made no reference to the house.—At Tottenham Police Court, on October 3, David Gestetner, Neocyclostyle Works, Fawley Road, was committed for trial on a charge of making false income-tax returns. It was stated that the defendant had failed to disclose large transactions in the sale of machines manufactured and sent to Germany and Austria; for these transactions he kept secret books, and, had the matter not been discovered, the Inland Revenue would up to the present have lost the sum of 26,148*l.*

DUTCH EMBARGO ON FORMALIN.—Delivery and transport of formalin have been forbidden in Holland except in quantities not exceeding 100 grms. for medical or veterinary purposes.

Scottish News.

Brevities.

The Insurance dispensing for the month of August has been about the lowest on record.

The return of many miners to their mines has stimulated business and made money circulate freely.

The scarcity of popular confectionery has increased the demand for medicated lozenges and pastilles.

A Dundee chemist who ordered a few bottles of ammoniated-quinine tablets was required to fill in a statement under the Order regulating the sale of ammonia preparations.

A North Country chemist is in the habit of giving his apprentices the *C. & D.* for Sunday literature, with instructions to study its pages next to the Bible. His Three Graces are the Bible, the *C. & D.*, and the B.P.

The Northern Co-operative Society, Ltd., Aberdeen, announces a turnover in the drug department of 12,322*l.*, with a net profit of 2,221*l.*, for the twelve months ended August 31. The wages paid amount to 1,998*l.*

The chemists of Scotland have read with indignation the "morphine queue" letter written by J. Hartley Manners (*C. & D.*, October 5, p. 43), and hope to read in the *C. & D.* a public withdrawal of so gross a slander.

Mr. William W. Spence, chemist and druggist, Linlithgow, has accepted an invitation to continue in office as "Deacon of the Fraternity of Dyers," Linlithgow, during the ensuing year. The membership of this ancient Society is limited, but the financial position is strong.

The lead given by Kirkcaldy chemists in the early-closing movement (*C. & D.*, September 28, p. 37) is a step in the right direction, and suggestions are being put forward to make 7 p.m. the hour for all chemists in Fife-shire. There is also much room for improvement in the Sunday hours.

A country chemist recently supplied a "tube" feeding-bottle to a woman of the working-class. She presently returned it, stating that the teat would not draw. Seeing that the chemist was sceptical, she added, "Weel, try it yersel." The dainty morsel was declined. Eventually the customer was induced to try it "hersel," and it was found to be in working order after all. Vigilance is sometimes necessary to stop women from trying teats in the pharmacy—before they buy them.

Edinburgh.

An Edinburgh chemist displays a notice in his window urging his patrons to buy plate-cameras on account of the difficulty of obtaining films.

A city pharmacy has a large bill announcing saccharin tablets affixed to each window. On one window the bill is upside down, but this, of course, may be an intentional device.

"Please give bearer a candle to burn with a red flame," runs a written request from an amateur photographer. This example of war-time economy is nearly matched by the lady who recently confessed that she buys a powder for an infant double the age of her own child, and thus secures a couple of powders for the cost of one.

There is still a good deal of material wasted because firms cannot break with time-honoured customs. A chemist chanced to visit a big printing-works the other day, and noted a pile of strips of beautiful paper. A question elicited the reply that it would be sent off as waste-paper; the chemist promptly bought the stuff, which he easily cut into the best powder-papers he has had for some time.

Glasgow and the West.

Glasgow is to be visited next week by the Greek commercial delegates.

At Motherwell, Hamilton, Airdrie, and throughout the Lanarkshire black country, chemists are doing excellent business.

Employés of the United Alkali Co., Ltd., St. Rollox Chemical Works, have raised and distributed among local charities over 51*l.*

The writer of "Gossip and Grumbles" in the "Evening News" columns records his great joy at being able to purchase 100 saccharin tablets for 1*s.* 6½*d.* It is charitably hoped that he will never learn that this was really the controlled price for his packet, not 1*s.* 7½*d.*

The first meeting and dinner of the British Industries Exhibitors' Association (an organisation formed in connection with the recent Fair at Kelvingrove) was held in Glasgow on October 3. Among the guests was Colonel McEwan, late of the Glasgow Burgh Insurance Committee, who is well known in pharmacy.

Irish News.

Brevities.

A demand has been made on behalf of the clerical staff of Boileau & Boyd, Ltd., for an increase of salary.

Mr. Robert A. Jones, Ph.C., and Mr. Douglas H. Jones, Warrenpoint, have presented an oak Communion-table to Warrenpoint Wesleyan Church.

The National Union of Shop Assistants has demanded, on behalf of the Chemists' Assistants' Section in Dublin, an increase of 25 per cent. on present wages and the setting up of a minimum wage of 4*l.* a week for qualified assistants and 2*l.* 15*s.* for unqualified assistants.

Sir Charles Cameron has written to the Sligo Guardians asking for 3*l.* fee as analyst to each dispensary. He pointed to the enormous increase in the price of chemical apparatus and materials, which had caused him to reconsider the subject of fees for analysis. The Chairman said the total would be 18*l.*, and he thought the proposal a reasonable one. The application was acceded to.

The business carried on as Berrington & McRoberts, wholesale druggists and manufacturing chemists, Victoria Buildings, Victoria Street, Belfast, having been dissolved by mutual consent, and Mr. Berrington having retired, a new partnership has been entered into by Mr. H. McRoberts and Mr. Thos. J. May, Ph.C. (late drug manager with J. & J. Haslett, Ltd., North Street), who from October 1 are trading as May & McRoberts.

At the meeting of the Committee of Management of Hospitals and Dispensaries of the Belfast Corporation, the chief tuberculosis officer reported that Messrs. James Tate, James Dundee, and M. McDonald, pharmaceutical chemists, had failed to furnish their accounts for prescriptions supplied within the statutory period. The Committee, having inquired into the circumstances, resolved that the Local Government Board be asked to extend the time within which the accounts may be paid.

The widow of the late Sergeant T. F. Lyttle, D.C.M., whose death was recorded in the *C. & D.*, October 5, p. 39, has received a letter of condolence from his colonel, in the course of which he writes: "Your husband's genial disposition endeared him to everyone with whom he came in contact, and he was the bravest man I have ever known. His loss is almost as irreparable to me as it is to you. You have our heartfelt sympathy. His life was given to save others, and his death was a hero's, and that is how we always looked on him."

Dr. Donald Joseph MacEnright, who was acting as *locum tenens* for Dr. Hayes at the South Dublin Union Workhouse, was found dead in bed at his residence, 31 Upper Fitzwilliam Street, Dublin, on October 1. At the inquest Dr. Smyth, South Earl Street Dispensary, said that in his opinion death was due to pulmonary congestion, which could be caused by taking an overdose of chloroform. Deceased might have been taking chloroform to induce sleep, and by misadventure taken an overdose. The jury returned a verdict of death from misadventure.

Boileau & Boyd, Ltd., medicine contractors, have written the Newry Guardians intimating that practically all items in the standard list have advanced very considerably in price since the one now in force was issued. The company suggests that the most convenient, fair, and equitable arrangement would be to let the existing list of prices remain in force for the month of October on the understanding that no abatement be made at settlement for this particular period. The Clerk said the proposal was fair enough. During the six months ending September 30 the discount was 12½ per cent., but in the meantime prices have advanced. S. Connor & Sons, Newry, contractors for appliances, said they were prepared to continue their contract for a period not exceeding one month on the same terms as in the existing contract. This letter was also regarded as satisfactory.

Council Candidates' Views.

In connection with the Pharmaceutical Council elections the Committee of the North Irish Pharmacists' Association submitted a series of questions to the candidates as follows:

- (1) Do you approve of the policy of this Association as outlined in circular in hands of trade?
- (2) If seeking re-election, is there anything in your past record of service to which you would draw special attention?
- (3) If a new candidate, is there any special reform that you have in view?

The condensed replies are as follows:

Dr. Walsh.—(1) In agreement with the policy of the Association. (2) Specially sympathetic in the matter of the R.D.s.

Dr. Whittle.—(1) Had not seen the questions of the N.I.P.A. (2) Twenty-eight years' service as Councillor, and is prepared to justify action in any specific case.

Mr. Doig.—(1) and (2) Anxious to please both sections, and advocates any forward movement that promises success, but doubts if Council as a statutory body has necessary powers to deal merely with trade matters.

Mr. Suffern.—(1) In full agreement. (3) Desirous of bringing incorporated companies within the scope of the Pharmacy Acts.

Mr. Middleton.—(1) In favour of several of the questions. (3) No particular reform.

Mr. Moffett.—(1) Yes, except No. 3, which he thinks could be better done by a Federation of Trade Associations. (2) Attendance at Council-meeting; suggested holding of annual meeting at various centres; opposed registration of apothecaries as pharmaceutical chemists without examination; advocated movement for improved status of pharmaceutical chemists in the Army.

Dr. Healy.—(1) Supports N.I.P.A. policy. (3) No definite reform.

Mr. Conyngham.—(1) Supports N.I.P.A. policy. (3) No definite reform—in touch with great number of members.

Mr. Michie.—(1) Reply general and indefinite. (2) Regular attendance and past services, but no concrete example given.

Mr. V. E. Hanna.—Has not replied.

Barium-sulphide Poisoning.

An inquest was held at the South Infirmary, Cork, on October 4, upon a patient named Flynn, who died of poisoning. The evidence showed that deceased, who was suffering from chronic obstruction of the large intestine, was ordered prior to radiographic examination a meal of 6 oz. of barium sulphate in half a point of buttermilk. Dr. T. G. Atkins, who gave these directions, said there had been considerable difficulty in getting the barium. He did not give the order in writing, but should expect to be supplied with barium sulphate if he ordered "barii sulph. pur." Mr. W. J. Lynch, medical student, said he took the instructions from Dr. Atkins and entered them in a book in the ward. He heard the barium sulphate being ordered by telephone from Messrs. Fielding. Dr. J. C. Saunders said that on September 30 he rang up Messrs. Fielding, chemists, Patrick Street, and ordered 6 oz. pure barium sulphate, but was told they had none in stock. In consequence of that he rang up Mr. Lester and then Mr. Sunner. Mr. Sunner said he had 3½ oz., which was sent. This was not sufficient, and it was not given to the patient. On the following Wednesday morning witness was in the pharmacy at the hospital and found an unopened package labelled "Barii Sulph. Pur." On weighing it he found it contained 6 oz. He did not know how the package got to the pharmacy or by whom it was sent. The barium was prepared for administration to Flynn, who, however, only took a mouthful and then vomited. Witness then saw that barium sulphide had probably been supplied. It was not the package obtained from Mr. Sunner. Messrs. Fielding were the drug contractors. Witness was questioned regarding the telephone order, and said that the contractors would not know for what the drug was required. He was positive that he ordered barium sulphate. The inquest was adjourned until October 7. At the adjourned inquest on October 7, Mr. J. D. O'Leary, assistant at Fielding's Pharmacy, stated that the telephone message was for 1 lb. of "barium," and subsequently, on asking what kind of barium, he was asked to send barium sulphide. As there was none in stock he obtained it from Evans Sons Lescher & Webb, Ltd., Liverpool, the bottle being labelled "Barii Sulphidinum Pur." This was sent on October 2 to the Infirmary. Witness was cross-examined as to his knowledge of the uses of barium sulphide, and said he understood that it is employed as a depilatory. Mr. Michael Fielding, Ph.C., said there were eight items on the order as taken down from the telephone message, one of these being "bar. sulph. pur. 6 oz.," which conveyed to his mind, as an experienced chemist, barium sulphide. If "quin. sulph." or "ferri sulph." were ordered he would understand that the sulphate was required. Mr. C. B. Johnson, another assistant, agreed that "bar. sulph." could be read either as sulphide or sulphate. Miss Barrett, an apprentice, stated that she despatched the barium sulphide to the Infirmary when it came in from Liverpool. Dr. T. P. O'Sullivan, recalled, said that if he ordered "calcii sulph." he would expect to get calcium sulphide. Barium sulphide is used for taking hair off ladies' faces. Dr. E. W. Allsom, who practised as a chemist before he became a doctor, said that if, having ordered barium sulphate, he received from a reputable firm a bottle labelled "bar. sulph." he would interpret it barium sulphate. The jury returned a verdict of "Death from heart failure caused by the administration of barium sulphide."

How Advertising Helps.

By Alec. Nathan.

Notes of a Lecture delivered at the Progressive Pharmacy Club on October 1, 1918.

It is said that there is no class of trader so irresponsible to advertising as the chemist. Like all general statements, there is a certain amount of truth in this one. As a matter of fact, the enterprising, go-ahead man seizes every opportunity to advance; he already knows how to hitch advertising to his pharmacy and make it do the donkey-work of salesmanship. He can teach me more than I can tell him how advertising helps him. It is the other man I want to speak to. If one can hit upon the cause, the remedy should not be hard to find.

On examination, one is confronted with the fact that the chemist occupies a different position from any other trader. As a rule he is the friend and adviser of his clients on confidential health matters. This brings him into an intimate, personal contact with his customers; he knows their home worries, their sorrows, and joys; when there is a birth in the family, or anxious sickness, his help and advice are sought. The effect of all this is that neither he nor the public look upon him simply as a trader—he regards himself as a semi-professional man, while the public take the same view when they seek his advice; but they think of him only as a trader when they get his account for goods, forgetful of the service and brains for which he has made no adequate charge.

THE CHEMIST'S STANDING WITH THE PUBLIC.

As a matter of fact, this personal association, which is inseparable from the high-class chemist's position, should be one of the strongest factors towards his success as a trader; instead, its effect is strangely harmful—I say strangely, because, if my reasoning is right, the fault can be so easily and quickly removed. By virtue of the close association existing, the chemist has already established a confidence between himself and his customers that enables him to sell to them anything he recommends. Every day, and all day manufacturers are advertising their goods, which only want stocking and displaying for a sale to be made. But with many a chemist this mass national preference or national influence passes him by unheeded. In his own mind, if he ever thinks of these things, he feels that he is either stronger or apart from these national influences or movements; that his customers are different; that he knows better than they what they should have; that his success is entirely the result of his own building. Possibly he spends his days and years within a few miles of his shop. He feels he must be in his shop every day it is opened—and it is opened every working day of the year. He feels that if he is not there things will go wrong, that nobody can do the things that should be done, or do them just the way he would have them done; every detail must pass through his hands. Is it any wonder that he becomes narrow-minded, that he reckons his small world works round him; that what he thinks is "it," and what he says "goes"?

Yet great national movements are irresistibly shaping his destiny as a trader, in spite of what he may think or feel. The manufacturer, who deals with the public through the trader, has to watch these national tendencies. The fact that he uses national advertising to evolve and control them makes him not independent, but interdependent, of them. For the fullest benefit to be obtained it is essential that you should recognise these national tendencies, so that you can derive benefit from them. Whenever one suggests taking advantage of an intangible tendency that lies below the surface, the individual chemist says to himself, "It may affect the multiple shops, the big manufacturer; but I have no time for this hot-air talk." He is wrong, for the man who puts himself in harmony with these movements and goes with the current is the man who is most likely to succeed. In your own experience you have doubtless come across men you had no time for, men whose ability you rated low; you knew you were smarter and cleverer than they were, yet they were successful traders. You have seen the lazy sort of man make a success; you have seen the man with ability, who you reckoned would make things hum, with his trade remaining steady, while his less brilliant brother built up a big connection and goodwill. Neither had any idea of national tendencies or national movements, but the more successful man was instinctively stocking and encouraging the sale of nationally advertised lines—he was going with, instead of opposing, the current. The other man, instead of using national advertising to educate his customers, allowed his and their whims and fancies to control his policy and his stock. As they varied, so did his stock; there

was no stability of demand or stock—as the fancy for a particular line disappeared he found himself overstocked with it and understocked with some other line. For a man who is overstocked is always understocked—overstocked with lines that won't sell, understocked with those lines that have a lively demand. Carry this state of things on for years, and you have the cumulative effect: the one man has an up-to-date, clean, liquid stock, at all times worth its purchase price; the other has his shelves loaded with old-fashioned, out-of-date, soiled goods, worth about one-fourth of their purchase price. He is ever pressed for shelf-space and always short of capital, because he is only using about 25 per cent. of what he possesses; the other 75 per cent. is locked up in old, not wanted stock.

TURNOVER, PROFIT, AND EXPENSE.

The basis of success is largely dependent on good buying and stockkeeping, and the average chemist gives but scant attention to one or the other, with the result that he does not buy (if he even knows what to buy) on such favourable terms as his big competitors are readily selling; usually he is loaded with some things, out of or low in many other items. Usually when chemists get together they talk a lot about turnover, margin of profit, and expense—all very necessary factors. But without a proper stock-record which will tell you how and which goods are moving, also which are hanging back, turnover, margin, and expense cannot be effectively used. As a matter of fact, the importance of margin is usually over-estimated. What you want is not margin, but cash in the till; and this is the result of multiplying net margin by turnover; so turnover and selling expense are equally as important as percentage margin. You must ever remember long margins are apt to shrink turnover and increase selling expense; or, in other words, it costs so much to sell a motor-car or a piano that the sales expense restricts their sales. You have to decide, not what article bears the widest margin, but what article bears the largest net margin over its own sales expense. Then you have to puzzle out how you can get greater volume without increasing your expenses. It is not an insoluble problem if you are prepared to go with the tide. Sell to your customers what they want, and give to them the service they are willing to pay for. The service part is individual, and depends upon the man's personality; the articles he wants are those that are nationally advertised, because the national advertising is persistently increasing the number of the consumers who are prepared to accept those articles when offered for sale by you chemists.

WHAT ADVERTISING IS.

There have been many attempts to describe advertising; its comprehensiveness baffles description. In a few words, to advertise is "to make known," or "the gentle art of persuasion." Both are wide enough to take in all forms of the written and spoken word. To me all forms of public announcements, public notices, all efforts of salesmanship, are advertising. The method of appeal will vary with the character and condition of the article or circumstances; but, irrespective of its form, basically it is advertising. For instance, take showcards, letters, and printed matter; these are very useful forms of advertising which chemists, as a class, do not appreciate at their true value or make as much use of as they should. Instead of being the exception, it should be the rule for every chemist to circularise his customers. "What about?" you say. Well, take, for instance, the frequent shortages of material that are constantly occurring. What a fine connection and goodwill you could build up if you sent a letter to your regular customers, telling them that you now had a stock of this material! Say you kept a record of the birthdays of all the babies belonging to your customers, and a letter arrived from you on "baby's birthday"; the parents would be grateful for the interest you took, and would reckon that the pharmacy you ran was a slick up-to-date one. The confidence and good-will such service would establish would build a rugged wall against competitors.

COST OF DISTRIBUTION.

There is one thing I have learnt about all printed matter—that the cost of production is secondary to the cost of distribution. If it is worth doing at all, it is worth doing well. The difference between the cost of producing letters, trade literature, or showcards badly or well is small when compared with their relative sales value and prestige-building. However little money a piece of advertising costs, if it does not effect its object it is expensive; if, on the other hand, a thing costs a lot of money, its results may cause its production costs to be very light. I remember how, in the early days of "Glaxo," we got up a showcard. In those days it appeared to us very expensive; it was artistically produced, and the subject had an atmosphere of motherhood and home that made an intense

appeal and gave it sales value for our article. It was given to a representative who was covering a particularly poor and squalid neighbourhood. He said it would be no good to him—too refined and artistic; he wanted something with a good fat baby handing out a tin of "Glaxo," something that would shout about the wares it had to sell. Anyhow, we said, "Take it and see how it goes." Well, that card went all right; its reception was warm and genial. The mother and home appeal, artistically reproduced, gave to those shops where it was displayed the human touch the neighbourhood hungered for; it took away the sordid, mercenary atmosphere. Every chemist wanted it, and displayed it in a prominent place. Many doctors put it into their waiting-rooms. Though that showcard cost a lot of money, it was cheap advertising.

The application of all this to yourselves is that you can get the same result with your hand-written showcards, and a similar effect with your notepaper and envelopes, if you are discriminating. To-day you have not much choice; still, a few shillings spent on improving the quality of stationery is a sound advertising investment. You will find it profitable to use quality in printed matter, envelopes, and notepaper, well ahead of the standard of your neighbourhood. Remember, you are more or less allied to the medical profession; you are the aristocrats of trade; you should create rather than follow the standard. Cheap printing and flimsy, cheap paper make the recipient think of a cheap store, selling cheap goods, handling cheap materials, and using cheap labour. This principle holds good with all forms and methods of advertising, and, so far as showcards are concerned, is the cause why many of them find a resting-place in the store-room instead of on the counter or in the window of a chemist's shop.

BENEFITS OF ADVERTISING.

Advertising saved the food situation created by the war. In pre-advertising days communities were in a constant state of glut with cheap prices and monopoly with high prices. Advertising, by maintaining values and prices, made production on a vast scale possible, while the improved communications brought the markets into close touch with each other. Advertising is a very valuable part of the productive machinery of the world in maintaining prices, controlling supply, and stabilising demand, for modern conditions necessitate our having on hand a greater quantity of commodities than can profitably be marketed by what economists term the natural law of supply and demand. The law of supply and demand, unbacked by advertising, means increased costs of production, selling, and distribution, for we do not live in that imaginary world in which, it is taken for granted, goods have only to be produced to pass to the consumer without comment or persuasion.

Advertising, if properly controlled and directed, can be, and frequently is, the determining factor of supply and demand; and since your successful livelihood is largely dependent upon this law, the deeper knowledge you have of the purpose advertising serves, the more use you will make of it and benefit from its results.

Now I want to get closer to your interdependence on general advertising, and endeavour to show you how it helps you. To do this I want you to follow me through the main results from successful and effective advertising, such as (1) regulating and stimulating demand; (2) keeping down and reducing production costs; (3) simplifying the process of distribution; (4) fixing the standard of quality and price; (5) promoting connection and goodwill.

By regulating and stimulating demand one can with assurance make provision against the future. Given a certain advertising allotment, a knowledge of the possible demand, one can estimate what the demand or consumption is likely to be. Contracts can be made in advance for raw materials, factories can be built or enlarged, and stocks accumulated against future demand. The regulation of the demand automatically controls the output, giving scope for keeping down and reducing production costs. Standardisation is one of the essential factors that go towards economical production, selling, and distribution. The full benefits from standardisation are earned where the demand is regulated and constantly stimulated. Advertising can so regulate demand that a steadily increased production is necessary, and much of this increase is obtained at a less "per unit" or "percentage" cost per article. The economy thus effected usually increases the net profit, giving better value to the public, either by increasing the quantity or improving the quality, and giving better wages or improving the working conditions of the employees. Usually when a manufacturer starts advertising he begins to improve his article, so that it will have the advantages he wants to claim for it.

The trader who sells such articles benefits from these

results, since the better the value he is able to give to the public, the more business he is likely to do in that particular line. This keeps his stock liquid. The man who stocks nationally advertised lines does not have the capital invested in dead stock, because such goods are more than half sold as soon as he displays them. It is not the narrow margins that cause losses so much as unsold, shopworn, and soiled stock. Many narrow margins go to make a substantial net profit at the end of the year, while stock which nobody wants, but has cost good money, goes to reduce this net profit. Stimulating the demand gives the chemist an opportunity of raising the standard of quality of the wants of his customers. The increased demand for a better article can be a useful factor to make a new customer of one who has been using an inferior article.

DISTRIBUTION.

With regard to simplifying distribution, I had in mind its application in the widest sense, the advertising-increasing and stabilising demand making it necessary to have direct rail and steamer communication from place to place, and country to country; but possibly the best everyday example we have is the daily Press. Not only does the advertising which newspapers carry make it possible to receive the latest news, but it provides the money for its method of distribution. When the sales of an article get to certain dimensions in any particular district the manufacturer or retailer finds it is cheaper to distribute the goods himself, giving a more effective service.

Advertising fixes the standard of quality and the price of goods. Quality and value! Think for a moment of any class of articles you like, and you will agree that you unconsciously fix the standard of price and quality by the advertised leader of its class. Ninety-nine times out of a hundred it will be a branded article favourably known to the public, and this holds good the world over—the reputation of the branded advertised article stands pre-eminent. It is standardisation that makes trading possible and simple on a large scale. Whenever a trader substitutes, he pays an unwarranted, if unconscious, compliment to the power of advertising, for he is making a sale on the reputation of the branded and advertised article. One never hears of the unadvertised article being substituted. Why? Because there is no stability of demand; its quality, value, and frequently its quantity, is neither permanent nor standardised. Locally it may have a fluctuating and spasmodic sale, dependent upon the time and energy the individual chemist has at his disposal to make sales. With the advertised article its reputation has already half sold it, while the reputation for quantity and good value ensures only a fair price being asked for it—a price that, together with the innate fairness and honesty of the traders, has prevented all profiteering in advertised articles.

PROMOTING GOODWILL.

Advertising promotes goodwill and connection, which, so far as the chemist is concerned, can be described as developing the habit with the customer always to come to a particular pharmacy for his purchases. So far as the manufacturer is concerned, goodwill is the evidence of his reputation for turning out a good article and giving good value for money received. Few chemists appreciate goodwill at its full value until they either try to sell their business or take in a partner. More frequently than not they want to sell because they are not doing well, because instead of having established goodwill they have developed bad will. Not very closely related to this, but allied to it, is this sort of thing: a chemist may have what he considers a grievance against a quickly selling nationally advertised article; he will not stock or sell it. The sales of the article are not likely to suffer if the advertising is continued; the effect will be a displacement of the once usual channel of distribution. But his goodwill suffers, because some of his customers, not being able to obtain the article from him, will go elsewhere to get it.

Goodwill, especially the public and consumers' good will, is extremely valuable both to the trader and the manufacturer. I came across one excellent example that proves this to be a fact. A motor company was placing on the market a new car. Before the public or the trade had received official information concerning important details, they received 7,652 applications from motor-dealers for the sale rights of this new car, and 2,173 actual orders from individual buyers. That is to say, as the result of the reputation or goodwill this firm had built up, 7,652 motor-dealers were willing to take the car on the firm's past reputation, knowing that whatever cars they received would be easily and quickly sold; therefore the sales expense per car would be correspondingly decreased below normal, and their profits increased by this reduction of selling expense. It also prepares the ground for reducing the selling costs of any other article put on the market by this maker.

Marriages.

BROWN—HARRIS.—At the Church of the Redeemer, Edgbaston, Birmingham, on October 2, by the Rev. John Ivory Cripps, William Charles Brown, pharmacist, Bearwood, to Ada Beatrice Harris, 152 Bristol Road, Edgbaston.

MONAUGHT—MOTHERWELL.—At May Street Presbyterian Church, Belfast, on September 30, by the Rev. A. Wylie Blue, James Cooper Monaught, Ph.C., lieutenant, the Royal Irish Regiment, elder son of Mr. Andrew Monaught, Queen's Bridge Pharmacy, Belfast, to Annie Evelyn (Sissie), eldest daughter of Mr. David Motherwell, Belfast.

SHAW—LEWIN.—At Netherfield, Notts, on October 2, by the Rev. John Moore, Granville Shaw, Ph.C., second son of Mrs. Shaw and of the late Rev. John Shaw, Higher Broughton, Manchester, to Nellie, eldest daughter of Mr. John Lewin, J.P., Netherfield.

Deaths.

BATTING.—At 16 Calverley Road, Tunbridge Wells, on September 24, Mr. Thomas Gilbert Batting, chemist and druggist, aged seventy-three. Mr. Batting, who was born at Bodmin, served his apprenticeship with his uncle, Dr. John Jones, Ilfracombe, and gained further experience at Bath and with Godfrey & Cooke, London, W. After passing the Modified examination in 1869, he was for a few years with Miller & Co., Tunbridge Wells; in 1877 he opened in business for himself in Calverley Road. He is survived by a widow and two sons. The funeral took place on September 28, among those present being Mr. J. H. Wilson, Ph.C. Wreaths were sent by the Tunbridge Wells and District Association of Pharmacists and by the Tunbridge Wells Amateur Photographic Association.

BRIGGS.—At Richmond, Surrey, on October 2, Mr. John Briggs, M.A., Principal of the University Tutorial College, London, aged fifty-four. Mr. Briggs's text-books on chemistry are familiar to many pharmacy students.

HOLTON.—At Fakenham, Norfolk, on October 4, Mary, wife of Mr. J. C. Holton, chemist and druggist.

JOHNSON.—At Prestwich, on October 5, Mr. Francis Johnson, chemist and druggist, aged seventy-six. Mr. Johnson entered pharmacy in 1856. He retired in 1912, when his business at Bury New Road was transferred to his son, Mr. H. P. Johnson, chemist and druggist.

MAW.—At Briars Cross, Limsfield Common, Surrey, on October 7, Mr. Charles Trentham Maw, J.P., chairman of S. Maw, Son & Sons, Ltd., 7-12 Aldersgate Street, London, E.C. 1, aged fifty-four. Mr. Maw was the eldest son of the late Mr. Charles Maw, who was successively junior partner and sole proprietor of S. Maw & Son, and senior partner of S. Maw, Son & Thompson and S. Maw, Son & Sons. As indicated in an outline of the history of the famous house given in *THE CHEMIST AND DRUGGIST*, I., 1905, p. 47, Mr. Charles Trentham Maw was the first of the fourth generation of Maws to enter the business, the beginnings of which, as is well known, date back to the opening years of the nineteenth century. It is on record that one of his earliest



Mr. C. T. Maw, J.P.

reminiscences related to Boxing Day, on which occasion he was allowed to help in examining business letters, thus training in the duties of his life's vocation even before he was sent to Repton Grammar School, the place chosen for his education. On completing his studies he in 1833 entered the House of Maw. Some time was spent in gaining an intimate knowledge of each of the departments; and, while thus engaged, his coming of age was celebrated (on February 14, 1835) by a banquet, at which he was presented with a silver épergne and an address. It was there mentioned (*C. & D.*, 1835, p. 125) that various members of the staff had long periods of service to their credit—a token of the happy relations existing between employers and employed that has been perpetuated to the present day. On January 1, 1890, after having held the procurator of the firm for six years, Mr. C. T. Maw was admitted to partnership, just thirty years after his father. For some time prior to his death Mr. Charles Maw was precluded by ill-health

from taking his former part in the management of the business, which eventually was shared among his sons, Charles Trentham Maw, Henry Trentham Maw, M.D., Mowbray Trentham Maw, and Arthur Trentham Maw, Ph.C. In 1907 the firm celebrated its centenary, and a few years later was converted into a private limited company. Mr. Maw was a very unostentatious citizen, dividing what time remained to him when the claims of business had been met between his home, his duties on the Bench at Oxted, and his yacht—in which on one occasion he had a narrow escape of drowning, the boat being cut in two by a steamer. Sparing of words, he planned and executed many deeds of benevolence known only to a strictly limited few. Later, he had converted a portion of his house into a miniature hospital for soldiers; and it was here that he passed away, as the result of an affection of the lungs and throat, beloved by all who knew him, and held in the highest esteem in the wider circle in which he moved in the City of London. He is survived by a widow. The funeral took place at Limsfield Church on October 10, when there was a representative attendance from the Aldersgate Street staff.

RYMAN.—At 147 Croydon Road, Anerley, London, S.E., on October 7, after a long illness, Mr. William Ryman, chemist and druggist, aged seventy-two. Mr. Ryman was for many years the representative in the Southern Counties of Willows, Francis, Butler & Thompson, Ltd., 40 Aldersgate Street, E.C.

VINCENT.—At 45 St. Thomas Street, South Hackney, London, E., on October 4, Mr. James Vincent, aged sixty-six. Mr. Vincent was for fifty-three years on the clerical staff of W. C. Bacon & Co., chemical exporters and merchants, 8 King William Street, E.C.

Died on Service.

BRAIDE.—Sergeant Walter Braide, Royal Welsh Fusiliers, has died of wounds received on service. In civil life Sergeant Braide was with Joseph Crosfield & Sons, Ltd., Warrington.

DOWNHAM.—Second-Lieutenant Harold Downham has died of wounds received on service. Second-Lieutenant Downham enlisted in 1914 from the staff of Lever Bros., Ltd., Port Sunlight, and received his commission last May.

JOTCHAM.—Lieutenant Fred Jotcham, R.E., chemist and druggist, is reported killed in action. Lieutenant Jotcham was educated at Katherine Lady Berkeley's Grammar School, Wotton-under-Edge, and served his apprenticeship in pharmacy with Mr. R. W. Brownlow, chemist and druggist, Melton Mowbray. He then became an assistant with Steele & Marsh, chemists, Milsom Street, Bath, and took up a course of study at the Bath and West of England College of Chemistry and Pharmacy. In 1914 he was the winner of the Fairchild Scholarship, with 439 marks out of a possible 500 (*C. & D.*, August 1, 1914, Supplement). After passing the Qualifying examination in January 1915, he joined the Army; towards the close of 1917 he received a commission in the Royal Engineers. Lieutenant Jotcham had been wounded twice. Of two brothers on active service, one was killed last year, and the other has been missing since March. Much sympathy is felt with the remaining members of the family, who reside at Melton Mowbray.



LIEUT. F. JOTCHAM, R.E.

PEARSON.—Second-Lieutenant Wilfrid Hearne Pearson, Machine Gun Corps, chemist and druggist, was killed in action on September 29, aged thirty. Second-Lieutenant Pearson passed the Qualifying examination in 1913, after studying at the Kelvin Laboratory, Cambridge, and the Bloomsbury Square School of Pharmacy. On completing a course of training in the Inns of Court O.T.C. in November 1917, he was gazetted to a commission in a cyclist battalion, transferring later to the Machine Gun Corps. In civil life Second-Lieutenant Pearson was the managing director of the Oxford Drug Co., Ltd., chemists and wholesale druggists, Oxford, with which business he had been associated for ten years. He was of a genial disposition, and will be much missed by a wide circle of friends. He leaves a widow and a child. His father, Mr. Arthur Pearson, M.A., has two surviving sons—Captain C. Hearne Pearson, M.A., and Mr. A. Hearne Pearson, M.A., chemist and druggist—both of whom are serving in the Army.

Personalities.

MR. ARTHUR LANDER, Ph.C., Canterbury, has been appointed Almoner for the United Industrious Lodge of Freemasons.

MR. W. H. COLLINS has been elected chairman of Cerebos, Ltd., in succession to the late Sir W. H. Stephenson. Mr. Collins has been associated with the company for the last twenty-five years.

AT THE SEPTEMBER MEETING of the Hope and Charity Chapter of Royal Arch Freemasons, Kidderminster, Mr. Maurice Smith, J.P., F.C.S., Ph.C. (Cuxson, Gerrard & Co., Ltd., Oldbury), was installed into the chair of Z.

SIR CHARLES BATHURST, M.P., has had a peerage conferred upon him. He is Chairman of the Royal Commission on the Sugar Supply and Director of Sugar Distribution. Sir Charles is a Fellow of the Chemical Society.

SIR JOHN F. L. ROLLESTON, Immediate Past Master of the Spectacle-makers' Company, who has held office for four years in succession, is to act as the Company's representative on the Special Committee on Trade during and after the War of the London Chamber of Commerce.

THE WORSHIPFUL COMPANY OF SPECTACLE-MAKERS has elected the following officers for the ensuing year: Master, Alderman Sir Horace B. Marshall, LL.D. (Lord Mayor-elect), Upper Warden, the Rt. Hon. Viscount Hill, L.C.C.; Renter Warden, Colonel and Alderman Sir Charles C. Wakefield, Bart.

LORD LEVERHULME, chairman of Lever Bros., Ltd., Port Sunlight, has accepted the invitation of the Bolton Town Council to become Mayor of the borough for the ensuing year. Lord Leverhulme, who is a freeman as well as a native of Bolton, has stipulated that his duties there shall be limited to two days a month.

MR. D. ROGER ROWLANDS, chemist and druggist, who has been nominated as Mayor of Birkenhead for the coming year, has been for fifteen years in business in Chester Road in that town, and is also head of the Birkenhead Rubber Co. He has been a member of the Town Council for five years, and has filled other public positions.

MR. VICTOR E. MARSDEN, brother of Mr. Prosper H. Marsden, Ph.C., Liverpool, is one of the English colony in Petrograd who have suffered imprisonment at the hands of the Bolsheviks. Mr. V. E. Marsden, who is a correspondent of the "Morning Post," has up to the present been without means of communicating with his friends here.

MR. W. T. LOUDEN, chemist and druggist, Dunfermline, was presented with a bureau by the Dunfermline Bowling Club on October 2, Mrs. Louden receiving at the same time a gift of fish knives and forks. Mr. Louden this year completes twenty-five years' membership of the Club, of which he was last year elected President and Secretary. He also attained his jubilee in pharmacy in June 1917, and in spite of the passage of time is able to report himself "still as vigorous as ever, and able to put in a good hard day's work."

MAJOR D. A. COSSAR, Staff Pharmaceutical Officer, Commonwealth Military Forces, arrived in Melbourne on June 3, after his tour to Europe, Canada, and America. In the course of a narrative giving his experiences it is stated that—

In London the drug-trade everywhere appeared to be prosperous. Boots seemed to have branches all over the place. Their pharmacies generally possessed a fine appearance, special attention being given to window-displays, sundries and fancy goods occupying a leading place. The old historic pharmacies of Allen & Hanburys and John Bell & Croyden were unique. There one saw pharmacy on its highest level. In Bond Street, the perfume-displays in the retail establishments of J. & E. Atkinson's and Yardley's were sights worth travelling a long way to see. . . . While in London, Major Cossar, together with the President and several members of the Pharmaceutical Society, was entertained by Mr. Glyn-Jones, M.P., at the House of Commons.

MORE FOOLING.—An officer writes us that, being ordered by his doctor to get a bottle of a well-known chlorodyne mixture, the chemist refused to supply him, "as he was in uniform"; but he got over the difficulty—by sending in an urchin, who was at once served!—*John Bull*.

GERMAN POTASSIUM SALTS FOR SWEDEN.—According to reports, Germany has undertaken to grant export licences to Sweden until July 1, 1919, for potassium salts, corresponding to a quantity of 40,000 tons pure potash. Sweden will in return pay in advance to the German Potash Syndicate in accordance with the former potash agreements.

New Companies and Company News.

P.C. means Private Company and R.O. Registered Office.

ANGLO CHEMICAL AND COLOUR Co., LTD. (P.C.).—Capital 35,000l. Objects: To carry on the business of chemical manufacturers and merchants, exporters, importers, etc. Solicitor: J. I. Jonas, 90 Cannon Street, London, E.C.

DINGWALL CHEMICAL Co., LTD. (P.C.).—Capital 6,000l. Objects: To carry on business as wholesale and retail manufacturing chemists and druggists, oil and colour men, manufacturers of and dealers in wood stains and preservatives, etc. R.O., 181 Queen Victoria Street, London, E.C. 4.

SCOTTISH DYES, LTD. (P.C.).—Capital 1,000l. Objects: To carry on the business of dyers, bleachers, chemists, druggists and dyersalters, manufacturers and merchants of dyes, colours, chemical substances and compounds, medical, pharmaceutical, industrial, and other preparations and articles, etc. Solicitor: J. M. Reid, 172 St. Vincent Street, Glasgow.

LONDON ESSENCE Co., LTD. (P.C.).—Capital 250,000l. in 1l. shares. Objects: To take over the business carried on at Lomond Grove, Camberwell, as "The London Essence Co.," and "The Lescol Perfumery Co." The subscribers (each with one share) are: R. J. White, 21 Peckham Road, Camberwell, S.E., director; J. H. White, 23 Peckham Road, Camberwell, director. The first directors are: R. J. White and J. G. White (governing directors), and R. A. White, J. J. White, H. G. White, and H. A. White. Solicitor: Wm. Webb & Sons, Suffolk House, Lawrence Pountney Hill, E.C.

BENGER'S FOOD, LTD., have declared an interim dividend of 5 per cent., free of tax, on ordinary shares—the same as last year.

PICKARD, IVE & RANKIN, LTD.—Mr. D. L. Honeyman, 18 St. Swithin's Lane, London, E.C., was appointed receiver and manager by Order of Court dated September 27.

PARKE'S DRUG STORES, LTD., announce the payment on October 21 of the dividend on preference shares for the half-year ending September 30, 1918, at the rate of 6 per cent. per annum, less income-tax.

BORAX CONSOLIDATED, LTD.—The directors have declared a dividend at the rate of 6 per cent. per annum, less income-tax at 6s. in the pound, on the preferred ordinary shares in respect of the half-year to September 30.

THE SOCIETY OF CHEMICAL INDUSTRY in Basle inform us that the Board of Administration have appointed as directors Messrs. James Brodbeck, LL.D., Gadiet Engli, Sc.D., Charles Jedlicka, Sc.D., Henry Mohn, and Henry Zweifel, hitherto vice-directors, who will sign as heretofore.

EDWARD COOK & Co., LTD.—The twentieth annual meeting was held on October 8 at The Soapery, Bow, London, E., Mr. H. T. Morey Attwell, vice-chairman and managing director presiding. In moving the adoption of the report and accounts the chairman referred to the grievous loss suffered by the death of Mr. Thos. Alex. Cook, who for so many years was chairman of the company. The past year's trading has been in every way satisfactory, and the directors feel that they cannot too warmly express their thanks to their co-workers and co-partners. The associated companies are also showing satisfactory progress, in spite of the high prices ruling for raw materials and the difficulties of transport, labour, fuel, etc. The company have now over 200 workers serving with the Colours, including Major E. Leonard Cook, the present chairman, who is serving with the R.F.A. in France.

Information Department.

INFORMATION WANTED.

192/6. "Sharpless Specialty Co." (manufacturers of Centrifuges)	196/40. Phosceaco
195/8. "Aonian" lighter flints	196/40. Maizene food
195/68. <i>Pilules segona</i>	197/33. Persulphates; makers
191/35. Neville's face cream	198/41. "Kolon" motor (for exeroising large intestine)
191/38. Hambley's adjustable binder	198/38. "Lepurife"
	198/35. Cotton Cellulose Co. address

INFORMATION SUPPLIED.

Adalin, chemical equivalent, 194/18	"Fermenglobin," 185/45
Algoratine capsules, 196/40	Filter bags, 193/47
Edgar's croup lotion, 185/49	"Frozone," 181/14
"Elco" toilet specialties, 184/65	"Germideq," insecticide, 192/25
Enamelled ware for hospitals, 194/212	Hartmann's protective apron, 179/48

Observations and Reflections.

By Xrayser II.

The Objection to the Term "Progressive"

in the title of the P.P.C. is a capital illustration of the tyranny of names and its absurdity. The objection seems, however, to be widespread and strong, and discussion of it at the next annual meeting of the Club is to be invited. An alternative title has indeed been proposed—"The Publicists' Club," to wit, for which the claim is made that it retains two of the old initials. This is true, but there is nothing else to be said in favour of the suggestion, and a great deal to be urged against it. Suffice it to say that the title is quite inappropriate. But what is amiss with "Progressive"? Absolutely nothing, except that this term has acquired a political flavour, which, however, in no sense attaches to it here. Is there a single pharmacist in the country who does not desire the progress of pharmacy? I venture to say that there is not one who would not be ashamed to confess it. Progress means continuous improvement, an advance towards better conditions, and this we all desire for pharmacy, however we may differ as to the means of promoting it. The Club does not prescribe the means or the mode by and in which progress should be promoted. It has indeed been forced into an appearance of opposition to the powers that be in one or two cases, and possibly the ebullient style of some of its first members may have provoked opposition, but this was a fault of youth that has already been amended. I sincerely hope "Progressive" will stand. What other word is so expressive of the Club's objects and of the wishes of us all? Let Pharmacy flourish! but it cannot flourish if it does not progress.

The New Drug-Tariff Terms

proposed to the Local Associations Executive—an increase of 0.45d. per prescription—were miserably inadequate. and if the Pharmaceutical Committees accept them we shall lose the last shred of our respect for these representatives of the panel chemist. It is, however, scarcely conceivable that 50 per cent. of the Committees will be so foolish, and failing this we are promised a conference to decide upon our future action. I hope that all panel chemists will meanwhile acquaint themselves with what Mr. Humphrey says on the subject in this month's "Script." I am not sure that I agree with him as to the desirability of a flat rate, though there is something to be said in its favour, but we must not accept any terms that would leave us worse off than we were in pre-war times, as this official proposal undoubtedly would do.

Dr. Addison's Address

to the School of Pharmacy was long and rather dull. It contained one cryptic utterance. He is reported to have said: "Anything like stickiness on the part of the professions, callings, and trades in revising temporarily the various requirements from candidates for full qualification—subject, of course, to satisfactory fitness being shown—would be the most foolish of policies." What I want to know is the meaning of the word "stickiness" as here used. The word has two entirely different senses. In ordinary use it means adhesiveness; as used by athletes it means stiffness, woodenness; and neither meaning seems consistent with the parenthetic clause of the sentence. Dr. Addison appears from the context to intend exacting full qualification for demobilised students, and this is what I should call the stiff, wooden attitude. If, however, he used the term in the other sense, it would be the adhesive one, the one that sticks to rule; but if either was meant, why the insistence on proper fitness being shown?

This Month's Council-meeting

had an almost unprecedented mass of important business to deal with, and a brief reference to one or two of its more urgent items is all I have space for. The Report of the Reconstruction Committee and the debate upon it are the most satisfactory of these. I

mean especially the correspondence of the Committee with the R.A.M.C. on the subject of the training of pharmaceutical students in the Army. If the promises held out to us are fulfilled, the problem of *post-bellum* reconstruction in this particular will be greatly simplified. It is not the fault of the Law Committee that its report is less satisfactory, but of the War Office. It is abominable that we should be left in such embarrassing uncertainty as to our responsibilities in regard to the supply of drugs in constant demand. I welcome the recommendation of the Local Associations Executive, that the President and Secretary of the Society should be *ex officio* members of every Local Association. Speaking generally, they would be little more than ornamental (which would be just as well), but they would, even as ornamental members, conduce to the articulation of the organism. The most unsatisfactory item of the business done is the rejection of the Manchester and Salford resolutions. Every Association in the country ought by way of protest to send up identical resolutions to the Council before it meets again.

Trade Notes.

FULL DETAILS of the new prices and terms for Sanatogen referred to in our issue of September 28 are given in the advertisement pages by Genatosan, Ltd., this week.

MAW'S PAGE in the present issue is devoted to a rather striking advertisement for soothers, of which the firm state that they have over a hundred varieties in stock. For these attractive showcards are supplied free of charge.

THE RETAIL PRICES of Tinker's Dog Mixture have now been raised from 1s. 3d. to 1s. 6d., and from 2s. to 2s. 6d. Further details of this standard dog remedy can be obtained from the originator, Mr. Henry Tinker, chemist, The Heights, Manchester.

MR. VICTOR LATTY, chemist, Bristol, is apparently making a successful side-line of his corn-cure. He has placed his particular preparation on the market, and is advertising it extensively. The selling price, 1s. 3d., affords 20 per cent. profit to the retailer.

THE COD-LIVER OIL SEASON is once more upon us, and before purchasing cod-liver oil emulsion chemists might do worse than look into the merits of the "Standard" cod-liver oil emulsion made by Cupal, Ltd., Blackburn. Cogent arguments in favour of the Standard emulsion are given by the firm named in our advertising pages this week.

YADIL OINTMENT.—Referring to the note in "Irish News" (C. & D., October 5, p. 35), Clement & Johnson, 19 Sicilian Avenue, London, W.C. 1, inform us that Yadil ointment has been found effective in the treatment of skin-troubles due to mosquito-bites. Yadil is also being used internally as a prophylactic and cure for influenza. The dose is 3j. diluted with aq. menth. pip.

THE QUESTION OF CONTAINERS has been a serious one for manufacturers, wholesalers, exporters, and retailers connected with the trade for some time. The particulars regarding the "Delecta" collapsible case given in our advertisement pages this week will therefore be of universal interest. It is apparent that the case can be adapted to almost any packing purpose, and there are several varieties of the "Delecta" case on the market. Firms should write for further details direct to the Watford Manufacturing Co., Ltd., Delectaland, Watford.

THE ADOPTION OF SCIENTIFIC METHODS in pharmacy, as in all other businesses, is one of the essentials for success after the war. This point is being emphasised very effectively by Adam Hilger, Ltd., 75a Camden Road, London, N.W. 1, in their advertisement of the Abbé Refractometer. This instrument is placed before the trade as a valuable aid towards maintaining standard strength in pharmaceutical products, particularly solutions and syrups, and much quicker than the taking of dry weights or specific gravities. It is rather interesting to all sections of the drug, chemical, and allied trades to know that even in these times the firm are open to give delivery in four weeks after the receipt of order.

POT LUCK: collecting antique pharmacy ware.

PAPER is rendered waterproof when dipped in a solution of shellac in saturated borax-solution. The shellac should be dissolved at a moderate heat.

3rd ENLARGED EDITION.
With 81 Illustrations.

CHEMISTRY

FOR
Beginners and School Use

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Chairman of the "Sanitas" Co., Ltd.

In this (3rd) Edition of his valuable book, Mr. Kingzett has adopted what is essentially a new method of teaching practical chemistry. This is obviously the rational method, and the new part of this book, embracing 60 pages with 81 illustrations, makes it the most perfect book on Chemistry for Beginners and School use yet produced.

Price 2s. 6d. net.

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Methylated Spirit Substitute

FOR BURNING PURPOSES ONLY. No Licence required.

JAMES BURROUGH, LTD.

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Export and other Buyers should apply for a List.
Foreign prescriptions dispensed for Pharmacists.

SEED DRESSING.

SULPH. COPPER
and all requirements.

Tomlinson & Hayward, Ltd., Lincoln.

HAEMORRHOIDS

A NOTE TO CHEMISTS.

Hæmorrhoids are caused by the disordered functions of the system which cannot be corrected by external remedies.

Evidence, which we can produce in confidence from Chemists and others who have suffered, fully prove that a cure has been discovered, and that the recommendation of "Pylitna" Powders is completely justified.

We invite correspondence and co-operation.

G. S. MUMFORD & SONS, Farringdon Rd., LONDON, E.C. 1.

Index Folio 810

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Tinctures, Ointments, Pills, Tablets, Suppositories.
Standardised and Clinically Tested Galenicals, &c.

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CHEMICALS FOR TECHNICAL AND ANALYTICAL PURPOSES.

Fletcher's Concentrated Liquors
offer a perfect alternative to the discarded
B.P. Tinctures and Syrups.

FLETCHER, FLETCHER & Co., Ltd., HOLLOWAY, LONDON, E.

Editorial Articles.

Council Business.

THE PHARMACEUTICAL COUNCIL, having put off the consideration of reconstruction problems until compelled to take them up, is experiencing a difficulty in finding time for the adequate discussion of the numerous subjects. It was hinted that it may be necessary to hold an extra Council-meeting this month. The meeting last week was of great interest, not only on account of what was done, but because of the possibilities for the future which were disclosed.

The scheme for training disabled sailors and soldiers appears to have been agreed upon with the Ministry of Labour, but cannot be made public until Government sanction is obtained.

An outline of the plan proposed was given in the *C. & D.*, August 24, p. 42, and now the Council is considering what alterations in the by-laws are necessary to give effect to the scheme. The framing of the by-laws will take some time, and the amended by-laws must be agreed to at three meetings of Council before they can be submitted to the members and to the Privy Council for confirmation. Whether many disabled men will take advantage of the scheme when it is in working order is not known, but the importance of the subject lies rather in the effect which the altered by-laws will have upon other pharmaceutical students. The many apprentices and assistants whose careers have been interrupted by the war will, upon demobilisation, have even greater claims to consideration than disabled men who have not hitherto

been connected with pharmacy. It is on this account that the Ministries of Pensions and Labour are being asked to devise for them a similar scheme. It will be the duty of the Pharmaceutical Council to modify the by-laws so that the case of demobilised undergraduates can be dealt with in a generous spirit. Dr. Addison last week seemed to indicate that the Government is anxious that educational and examining bodies shall relax their conditions in favour of demobilised men. If any unwillingness (this we take to be what he means by "stickiness") is exhibited by the corporations, they are to be dealt with sharply by the Government. The Pharmaceutical Society will doubtless take the hint thus thrown out, which, however, ought to have been given a year or two ago. With the scheme for education in the trenches we confess we are not enamoured. It seems to have been devised to give occupation for a fresh set of Army officials. We cannot imagine how young men whose lives are already made burdensome by war conditions are to find suitable opportunities for the serious study needed for the pharmaceutical examinations. The Army has not, up till now, shown any particular appreciation of pharmaceutical attainments, and it would be as well, we think, if the problems which concern civilians were left to experts in the various trades and professions. It has been reserved for the fifth year of the war for a pronouncement to be made by the Director-General Army Medical Service in regard to pharmaceutical service in the Army. In a letter to the Pharmaceutical Society it is stated that an Army Council instruction is to be issued embodying the principle of placing a pharmacist in charge of the dispensary of hospitals with a hundred beds or more, and "it is hoped" that

EDUCATION IN THE TRENCHES.

pharmacists thus posted will be given the rank and pay of sergeants. The question of higher ranks and of commissioned rank "is still under consideration." We cannot find much satisfaction in this announcement, especially as in the Australian Army twenty-one commissions have been granted to pharmacists already. If commissions are granted in the British Army Medical Corps in anything like the same proportion, these should number several hundreds. The same letter states that "arrangements have been made to enlist into the R.A.M.C. all qualified pharmacists who may in future be called up for service." This announcement was made some months ago by the Pharmaceutical Society, but it is as well to have it in a letter that has been published. The War Auxiliary Benevolent Fund is being well received, states Mr. L. Moreton Parry, the Chairman of the Benevolent Fund Committee, notwithstanding the vague terms

PHARMA- CISTS AS SERGEANTS.

of the appeal. Mr. Parry will find, we think, that a reasoned appeal would have a better effect upon chemists than an appeal to sentimentalism. The one solid fact "I am already receiving letters asking for assistance" counts more with reasonable men than a foolscap of "flapdoodle"—if we may use Mr. Parry's own expression. Some announcement is needed also as to the application of the money to paying school-fees. Is the Society going to pay to itself part of the Fund in the guise of fees to the School of Pharmacy? We do not expect for a moment that this is intended, but in fairness to the subscribers it should be stated, for example, that the School of Pharmacy will be used to provide free instruction for a certain number of demobilised men. An example of generosity by the Society would be an encouragement to chemists to be liberal in subscriptions to the Fund.

WAR AUXILIARY FUND.

Committee, notwithstanding the vague terms of the appeal. Mr. Parry will find, we think, that a reasoned appeal would have a better effect upon chemists than an appeal to sentimentalism. The one solid fact "I am already receiving letters asking for assistance" counts more with reasonable men than a foolscap of "flapdoodle"—if we may use Mr. Parry's own expression. Some announcement is needed also as to the application of the money to paying school-fees. Is the Society going to pay to itself part of the Fund in the guise of fees to the School of Pharmacy? We do not expect for a moment that this is intended, but in fairness to the subscribers it should be stated, for example, that the School of Pharmacy will be used to provide free instruction for a certain number of demobilised men. An example of generosity by the Society would be an encouragement to chemists to be liberal in subscriptions to the Fund.

Eucalyptus Oil.

The importance of the eucalyptus-oil industry to Australia is similar in many respects to that of the lemon-oil industry in Italy, inasmuch as both play an important part in the economic welfare of the respective countries and when a crisis intervenes it is natural that the Government should be looked to for assistance. This is what has recently happened in Australia, where the attention of the authori-

ties has been called to the fact that numerous distilleries in Victoria will have to close down unless exports can be maintained, the request also being made that eucalyptus oil should be placed on the priority list of exports by the military authorities. Distillers and exporters in the Commonwealth are quite alive to their interests, and we learn this mail from "The Chemist and Druggist of Australasia" that they have formed a Central Overseas Export Committee in Melbourne, the first meeting of which has been held, when some twenty distillers, dealers, and holders of eucalyptus oil were present. We further learn that at this meeting

"An executive was formed, consisting of Messrs. Atkinson (Harrisons, Ramsey & Co.), Brownscombe (Bosisto & Co.), Burnside (Bendigo), Heymansson (Brown & Dureau), with Mr. Ockenden, of the Tasmanian Eucalyptus Oil Co., as Chairman, and Mr. Binns, of Rudders, Ltd., as Secretary. A return was called for of stocks, packed and unpacked, held on June 1, and the length of time they had been held. On July 1 returns will be required of the stocks in hand ready packed for shipment. The principal work of the Committee will be obtaining space for shipment, and when space is secured everyone interested will be advised, and applications can be sent in for space, a small fee being paid with each application to cover working expenses. The Committee will then allot the space to each holder on the basis of the proportion that the application bears to the space available, consideration being also given to the stocks held on June 1. If, for example, space is obtainable for a thousand cases and applications are made for the shipment of five thousand cases, each will be allotted one-fifth of his application, with some reference also to the length of time the oil has been held in stock. The existing stocks in London of medicinal oil are, as usual, fairly heavy at this time of the year, but the use of the oil for such purposes has greatly increased, and in September the demand begins. Prospects of obtaining shipping space are not favourable, and direct application may be made to Prime Minister Hughes in London."

To the above we may add the fact that the existing stocks in London are "fairly heavy," as during the first six months of this year we received practically five thousand cases, containing, say, between 250,000 and 280,000 lb., and it is estimated that the present stock is between 2,000 and 2,500 cases. Since June, however, there have been extremely few arrivals in London, so that no wonder need be felt at the rapid rise which has taken place this week, especially with the winter demand in prospect and the absence of arrivals over a lengthy period. Compared with many other essential oils, eucalyptus has stood at a low figure throughout the war, as in July 1914 B.P. quality was about 1s. 3d. in bulk quantities in Mincing Lane, and by the end of July 1917 it was only 2s. 3d. It has since gradually appreciated in value, and, previous to this week's speculation, stood at 2s. 9d. to 2s. 10d., but values at the close were 4s. 3d. to 4s. 6d. There is, however, no prospect of a famine even if priority of export should be refused, but this may not preclude a further gradual improvement. Eucalyptus oil is always subject to keen competition on this market, inasmuch as it is regularly stocked by a large number of dealers who are content with the market "turn," and considering that present stocks in importers' hands cost, say, from 2s. 2d. to 2s. 6d. per lb., there is likely to be a fair amount of profit-taking by holders. The oil is usually shipped in kerosene-tins, which arrive in a more or less leaky condition, and as the number of claims has been large this year we have been informed that underwriters are declining to accept insurance as too unprofitable. As already stated, the eucalyptus-oil industry in Australia is one of considerable importance, especially in New South Wales and Victoria, and many people find employment in the production and distribution of the oil. We understand that in New South Wales there is still a considerable demand for the cheap phellandrene eucalyptus oils, for use in the mining industry in the separation of metallic sulphides from ores. Although there are about 300 species of eucalypts in Australia, less than twenty-five of these can be utilised for their oil. *Eucalyptus Macarthuri* is now receiving special attention in Australia as it is a very rapid grower, and contains 60 per cent. of geranyl acetate.

Drug-Tariff Terms.

It was reported at last week's meeting of the Council of the Pharmaceutical Society that the offer by the Insurance Commissioners of an increase of 0.45*d.* per prescription, combined with the continuance of the pricing of aqua chlorof. and aqua camph. on the present basis, is recommended by the Local Associations Executive Committee for acceptance by the Pharmaceutical Committees. Unless 50 per cent. of the Pharmaceutical Committees refuse to accept the terms offered by the Insurance Commissioners it will apparently be assumed that the panel chemists of England and Wales may be trusted to continue their contracts for another year, content to accept the addition of less than a halfpenny per prescription rather than throw up the work for which they are so inadequately remunerated. In all probability chemists will be told by their self-appointed representatives on the Local Associations Executive Committee that they ought to be exceedingly thankful for even this small mercy of an extra 0.45*d.* per prescription, especially as the threatened danger of reduction in the prices of aqua chlorof. and aqua camph. has been averted. But there seems to be little reason for believing that anything has been gained for panel chemists on this occasion which would not have accrued in the ordinary course, without any so-called negotiations by the L.A.E. deputation. It is only necessary to point to the fact that enormous savings were effected last year in most, if not all, areas, to make it clear that the Insurance Commissioners could well afford to increase the dispensing-fee for next year. From one area after another comes the news that the doctors have received the whole of the "floating sixpence" for the year 1917, and it must be remembered that the "floating sixpence" now represents one-fourth of the two shillings available for the supply of medicines, as priced in accordance with the Article 5 Tariff, and not the 1917 Commercial Tariff. Where the whole of the "floating sixpence" goes to the doctors, appreciably less than eighteenpence per insured person suffices to pay the chemists' accounts in the area, and reports which have been received from various areas show that a saving of twopence to threepence per insured person was effected in those areas last year, thanks to the operation of the Commercial Tariff and petty schemes for whittling away the chemist's meagre profits. In the circumstances it appears safe to assume that the Commissioners could well have afforded to offer an increase of at least 0.95*d.* per prescription, without any necessity of asking the Treasury to sanction the increase, and panel chemists will be disposed to ask whether those who assumed the responsibility of negotiating the terms for next year with the Commissioners were properly equipped for their task. The negotiations are ostensibly conducted in the name of the Pharmaceutical Society, as representing the chemists of England and Wales, but members of the Council of the Pharmaceutical Society appear to be alike ignorant of the method of conducting the negotiations and of the identity of the individuals supposed to negotiate in their name. It is difficult, therefore, to avoid sympathising with the views of those who are advocating the federation of Pharmaceutical Committees and the formation of a truly representative Executive Committee, composed of competent individuals in whom the panel chemists of the country have the necessary confidence which is now so sadly lacking. Those who have conducted the negotiations during the present and former years are doubtless well-meaning and have the best interests of chemists at heart; but the results of their labours have not hitherto been conspicuously successful, and the time appears to be ripe for a change in both individuals and methods.

MR. WILLIAM BUDDLES, chemist and druggist, 46 Churton Street, Pimlico, London, S.W., who died on July 30, left estate valued at 2,206*l.* 12*s.* 11*d.* gross, with net personalty 1,813*l.* 4*s.* 5*d.*

THE WILL of Mr. James Tompkins, managing director of James Tompkins, Ltd., indiarubber-manufacturers, 386 City Road, London, E.C. 1, who died on June 23, has just been proved at 23,914*l.* gross.

Associations' Winter Session.

Dundee.—The annual meeting of the Dundee and East of Scotland Pharmacists' Association was held in Dundee on October 1, Mr. G. J. Lindsay presiding. Officers were elected as follows: *President*, Mr. G. J. Lindsay; *Vice-President*, Mr. J. L. Doig; *Treasurer*, Mr. H. G. Hunt; *Secretary*, Mr. James Robertson. It was agreed to continue subscribing to Glasgow monthly price-list but to recommend that the list of patents be extended, and also that a dispensing price-list be added such as was formerly issued in Dundee. A proposal was made that earlier closing should now be adopted—8 on Saturdays and 7.30 on other evenings. It was resolved to get the views of those not present at the meeting before deciding.

Huddersfield.—The annual meeting of the Huddersfield Chemists' Association was held on October 1, Mr. V. Shaw (President) in the chair. A resolution was adopted expressing approval of the report of the Committee on Organisation and approving territorial representation on the Pharmaceutical Council and the Pharmaceutical Trade Committee. Mr. V. Shaw was re-elected *President*, Messrs. Broadbent, Walshaw, Thomas, and Woolhouse *Vice-Presidents*, Mr. J. H. Cooper *Hon. Secretary*, the President delegate to the Chamber of Trade, and Mr. Sykes *Auditor*. It was decided to continue for another year the Minimum-price List.

Leeds.—The Leeds Chemists' Association opened the new session on October 3, under the chairmanship of Mr. N. N. Armitage, when Mr. W. L. Currie (President of the Pharmaceutical Society) and Mr. F. Pilkington Sargeant (member of Council and Chairman of the Local Associations Executive) gave addresses. Mr. Currie spoke of the great amount of work done by the Society during the past year, though so little, in proportion, of its doings can appear in the Press. Public and Government recognition has been gained, as was evidenced by the visit of Dr. Addison, the Minister of Reconstruction, and the leaders of the medical and educational services of the Forces. The efforts to establish the position of pharmacists in the Army and Navy are nearing success. The huge scheme of education which is now being undertaken among the men at the Front will be of great value in regard to the return of the men to business life. The Society's relations with the Privy Council are now better than ever before. As to the return of the young men on demobilisation, a way will be found to minimise their difficulties. There will not be such a strict reading of certain regulations as has hitherto obtained. He was sorry he could not make a public statement yet on the work of the Reconstruction Committee, but it could be taken for granted that the preparations for the acceptance in the craft of disabled soldiers and sailors will be quite fitting, but will safeguard the rights and traditions of the calling. As to the political outlook, the Society hopes to be represented in Parliament not by any one shade of opinion, but by all parties. He hoped the report of the Reorganisation Committee would be very carefully studied. As to whether reorganisation is necessary or will be an improvement, that is for the chemists of the country to decide. Mr. F. Pilkington Sargeant spoke of the work of the Local Associations Executive, particularly in relation to Insurance dispensing. No stretch of the imagination could regard the remuneration as adequate, and, of course, the Executive is constantly receiving complaints. Having agreed that the time was opportune to ask for further remuneration to cover the increased costs of the dispensing service, the only question to be settled was how much should be added. The Commissioners insisted that the arguments should be confined to the rising costs, and the question of inadequacy of payment must not be introduced. The speaker detailed several points on which negotiations are now proceeding, and said these matters would be settled, so far as they can be settled, in the course of the next few days. A brief discussion followed, and Mr. Currie and Mr. Sargeant were awarded thanks.

London (W.).—The annual reunion of the Western Pharmacists' Association took place at 316 Regent Street, W., on October 3, the company numbering about eighty members and friends. The reception by Mr. Noble (President) and Mrs. Noble was followed by a whist-drive, in which the prizes were won by Mrs. Tasker, Mrs. Stock, and Mrs. Roberts. Lieutenant Atkins, Mr. C. S. Clark, and Mr. Tasker. The President appealed on behalf of the War Auxiliary Benevolent Fund. The Association Bowls Cup, given by Mr. Shirliff and won by Mr. James during the past season, was presented to the winner. The successful evening was mainly due to the efforts of Mr. Latreille, the Social Secretary.

Advertising the Business of a Chemist and Druggist.

By S. W. Woolley, Editor of "The Chemist and Druggist."

Read before the Sheffield Chemical and Pharmaceutical Society, October 9, 1918.

FIFTY years ago, when the Pharmacy Act, 1868, became law, THE CHEMIST AND DRUGGIST remarked (*C. & D.*, October 15, 1868):

"The science of pharmacy has at last received acknowledgment from the State, and its professors are now removed by the law of the land from the category of mere traders in drugs and chemicals. The future of pharmacy in these realms will now be a glorious one, for, in spite of our having hitherto been considered as nothing better than tradesmen and shopkeepers, we have somehow or other managed to produce a body of pharmacologists that will compare most favourably both in worth and numbers with those in France, Germany, and America. Such being the case during the period in which any ignorant huckster could set up a 'chemist's shop,' what may we not expect now that every pharmacist must be to some extent an educated gentleman?"

The National Insurance Act, 1911, marked an equally sweeping recognition of chemists, Section XV.; Subsection V., prohibiting, generally, the making of arrangements for the dispensing of medicines supplied under medical benefit, with persons not qualified under the Pharmacy Acts.

Notwithstanding these important steps in the State recognition of pharmacy there is much evidence that the public is not always able to grasp the difference between the business of a chemist and that of one of the distributive trades. There is also in Government Departments much ignorance or intentional disparagement of chemists.

A few recent instances may be given to illustrate these points.

Government Departments.

PRIVY COUNCIL.

In 1910, at the instance of the General Medical Council, the Privy Council published a "Report as to the Practice of Medicine and Surgery by Unqualified Persons." This Report was an *ex parte* statement by medical officers of health and other medical men. Chemists were not given an opportunity of showing the grossly unfair character of the Report.

LOCAL GOVERNMENT BOARD.

In a circular "Form V" which at free clinics established under the Venereal Disease Act is given to patients suffering from syphilis and gonorrhoea the following statement is made:

Treatment by quacks, herbalists, druggists, and persons advertising so-called cures is likely to lead to disastrous results.

BOARD OF AGRICULTURE AND FISHERIES.

Food Production Leaflet No. 32.

Lead arsenate and nicotine can only be obtained from firms licensed to sell poisons. If supplies cannot be procured from a horticultural sundriesman the local chemist should be asked to obtain them. In any case, the "Poisons Book" must be signed, in compliance with the Sale of Food and Drugs Act.

Food Production Leaflet No. 39.

HOW TO OBTAIN SPRAY CHEMICALS.—It must be remembered that arsenate of lead and nicotine are poisonous compounds. These substances can, therefore, only be obtained from firms licensed to sell poisons. To comply with the law every person who requires them has to sign the "poison book."

Under these circumstances the local chemist should be asked to obtain a supply from a firm of wholesale horticultural sundriesmen.

The other chemicals which may be required can be obtained in a similar manner. They are also stocked in many districts by firms supplying horticultural requisites, agricultural merchants, grocers, and ironmongers. These leaflets are circulated in thousands.

Military Tribunals.

Here are some extracts from views expressed about chemists by officials at Military Tribunals:

"Couldn't your wife or sister carry on your business whilst you are away?"

"But it doesn't want any qualification to sell tooth-brushes."

"You are not doing Insurance dispensing; therefore your business is not of national importance."

It was the frequency of such remarks from members of the Military Tribunals that led to the suggestion that a copy of the "Statutory Restrictions on the Sale of Poisons" should be supplied to Clerks of Insurance Committees and Secretaries of Pharmaceutical Committees who had to conduct before the Tribunals the cases of chemists applying for exemption from military service.

The tendency of Military Tribunals seems to be to gauge a chemist's business by the amount of Insurance dispensing that is undertaken. In some districts this is certainly an indication of the importance of the business to the public, but some chemists who are not on the panel or who have only a small amount of Insurance dispensing have large dispensing businesses. The value must not be forgotten of the educated advice which chemists give all day long on the use of drugs and chemicals, invalids' and infants' foods, and surgical and sick-room appliances, also regarding sanitary precautions and the use of disinfectants. These are quite apart from the advantage to the public of the special knowledge on bacteriology, clinical chemistry, photography, sight-testing, and dentistry which some chemists possess. In a letter received from a city chemist recently occurred the following sentence:

On July 4 I had to send three people to the hospital. One man's life I saved, as the house surgeon told his friends; but I neither got thanks, nor was I paid for the first-aid materials supplied.

Medical Men.

Individually medical men have the most pleasant relationship with chemists, and although cases are known of hostile treatment of chemists by doctors these must be taken as the exceptions which prove the rule. Most chemists can recall instances where their advice on dispensing and other matters has been asked for and appreciated. Medical men generally make no pretence to hide from the chemist the fact that their knowledge of pharmacy is of the slightest. Collectively, however, as shown by the action of their Associations, the medical profession exhibits a callous policy of disparaging chemists. It is not necessary to recall the attempt which medical men made to obtain a monopoly of dispensing under the National Insurance Act, nor need it be mentioned that the Venereal Disease Act, 1917, is one result of an organised system of obtaining for medical men the monopoly in this country of the supply of medicines. Another "grab" is in progress to-day in the scheme for founding a Ministry of Health in which medical men will reap large financial benefits, as they have done from the Venereal Disease Act. It need only be added that the humble position which pharmacists occupy in the Army is due in a great measure to the disparagement of chemists by medical men who rule the Royal Army Medical Corps.

Analytical or Professional Chemists.

The movement which was being quietly engineered in 1917 by analytical or professional chemists to endeavour to obtain the sole right to the use of the title "Chemist" was brought out into the daylight by THE CHEMIST AND DRUGGIST. At the meetings which have been held in various parts of the country contemptuous references to chemists who practise pharmacy have been a feature of the speeches from a section of the professional chemists. The Pharmaceutical Society has so far shown anything but a fighting spirit, and the irony of the situation is that if the movement develops it will probably be left to the company chemists to uphold and defend our historic right to the title chemist. The value of the goodwill which we chemists possess in our name is incalculable.

The Public.

Numerous examples could be given from the daily Press and public writers of the misuse of the chemist's title and of ignorance of his real functions. Here are two:

Mr. Bernard Shaw, in "The English Review," March 1918, writes:

"The existing schedules of poisons shall be supplemented by a schedule of specifics containing toxicologically negligible quantities of poison for use as anodynes, soporifics,

and the like, purchasable by all customers without prescriptions; and freedom of purchase of all substances now scheduled shall be secured to persons known to the vendor as responsible citizens or able to produce satisfactory references and credibly to allege legitimate purposes; all restrictions to apply equally to the medical profession and to the laity."

The London daily Press recently gave great prominence to an unsavoury case in which a man stated to be a chemist was charged with performing an illegal operation. The news paragraph in "The Times" had the heading "Chemist's Gold Teeth" this being taken from part of the evidence of identity in which the prisoner was stated to have had two gold teeth.

Propaganda Required.

The remedy for this state of things consists in systematically educating the public as to the realities. Dr. Oscar Oldberg, in addressing the School of Pharmacy of the United States Northwestern University in 1911, said :

I venture to call upon all pharmacists present to begin here and now a vigorous campaign to compel full recognition of the great service rendered to mankind by the pharmacist. The public is ignorant of the fact that the pharmacist is the sole agent to whom must be entrusted the enforcement of so much of the public health laws as relates to the drugs used in the practice of medicine. Let us try to remove that ignorance. It is our right and duty to demand respect for the service rendered by our craft.

An educative campaign is particularly needed to-day, when the public, on account of constantly increasing prices, suspects that the chemist is profiteering. This suspicion is shared by other traders, but it is hoped that chemists are not gaining the reputation of treating their customers discourteously, as are some dealers in rationed articles.

EDUCATING GOVERNMENT DEPARTMENTS.

In the case of Government Departments and the Press the Pharmaceutical Society is the proper body to take the matter in hand. The Society should not rest until the insulting remarks about chemists in the Local Government Board venereal circulars are removed. If the Local Government Board will not act, when the matter is brought to its notice by the Pharmaceutical Society, the subject should be raised in Parliament at question time or otherwise. Every time a reference is made in the daily Press, in criminal cases, to a "chemist" whose name does not appear on the "Register of Chemists and Druggists" the Pharmaceutical Society should write to the Editor or send a representative to the offices of the paper to call attention to the injustice of describing as a chemist a man whose name is not in the statutory list of those legally qualified for the profession. The Government supplies 750 copies of the Register of Chemists and Druggists to law courts, coroners' courts, etc., so that it is easy for judges and magistrates to verify the correctness of the description of any person using the title chemist.

EDUCATING THE PUBLIC.

Chemists by their treatment of customers do a great deal in educating the public to respect those who carry on the business of a chemist and druggist. The example of chemists who are prominent in local affairs has also a very great influence on the public. It is impossible to over-estimate the value to the whole craft of the services of chemists who become justices of the peace and members of local authorities. At the present day, however, this factor is insufficient, and it would be well if chemists would consider whether the time has not arrived for a propaganda with the definite object of educating the public as to the duties and responsibilities of the chemist. Something is needed to popularise the drug-trade and to show its benefit and convenience to the public. Chemists possess the advantage that they are able to appeal direct to the public. It is suggested that chemists should at intervals distribute specially prepared leaflets or pamphlets telling the main facts of the origin of the chemists' business and the functions of chemists, so as to help to place the drug-trade in its proper light with the public. Such a campaign would enable the community to differentiate between qualified and unqualified persons and incidentally would supply some of the information required by parents

whose boys desire to become chemists. The same information could be embodied in almanacs and price-lists which chemists distribute. It might be possible to have special leaflets prepared for use in schools, and teachers might be supplied with material for the object-lessons which are a feature much appreciated by the pupils of the instruction given in elementary schools. The preparation and supply of the leaflets referred to are functions which local Associations could usefully undertake for their members. After the war, when paper and printers' charges become cheaper, supplies in bulk of the propaganda leaflets could be obtained from local printers or from chemists' printers. Each member would receive a supply of these and undertake to distribute them in the best manner to his customers. By "best manner" is meant in a way suited to the character of the advertising. For instance, a broadcast distribution of such a leaflet by itself is not a suitable manner, but enclosed with other advertising matter the double effect of educative advertising would be obtained.

There are over two hundred local Associations of chemists, and taking the average membership as fifty, the ten thousand chemists' shops which it is estimated exist in Great Britain would be fairly well covered. Questions as to the number of circulars which each chemist could be asked to distribute and the time for the commencement of the campaign may be left to the discretion of the Associations, but a co-operative movement in a district would be more effective than sporadic efforts. The main purpose of the campaign would be to create a proper environment and improve the relations between the chemist and the public.

Copies of a draft pamphlet are distributed. This pamphlet is written so that parts of it can be used alone. For instance, the historical part might be printed in calendars which chemists distribute, or could form the bottom half of a counter-bill—the upper part being occupied with ordinary advertising matter. It is hoped that suggestions will be made for improving the pamphlet. The copyright in the draft submitted is dedicated to the chemists of the United Kingdom.

[Draft of Suggested Pamphlet.]

The Business of a Chemist and Druggist.

Its Origin and Scope.

As a rule shopkeepers confine themselves to the distribution of goods collected from wholesale sources, and the public is well qualified to judge of the value of the articles purchased. In the case of drugs and chemicals, however, it is not usually possible to form an opinion of quality by mere inspection; it requires chemical and physical tests to decide their identity, properties, and quality. Many drugs and chemicals have potent properties which make the ability to identify them of great importance. Hence the State has laid it down that the chemist must be specially educated for his business, and has imposed statutory restrictions on the sale of potent drugs. These laws have been made for the protection of the public from accidents by poisoning, while the opportunities of obtaining poisons directly for suicidal purposes are greatly diminished by the formalities which have to be carried out by the chemist when he sells poison.

ANTIQUITY OF THE CHEMIST'S BUSINESS.

The business of the chemist is a very ancient one, although it is only within the past two hundred years that the sale of drugs and the dispensing of medicine have been made into a separate calling. Formerly the physician employed apothecaries to compound the medicines he ordered for sick persons, but when the apothecaries became medical men the dispensing of prescriptions was transferred to chemists and druggists, who, as sellers of drugs and chemicals, understood the precautions needed in preparing medicines. The sale of drugs was originally carried on in this country by spicers or pepperers, who dealt in all kinds of produce, but in time drugs especially were sold by the druggist, and foods by the grocer.

ROMANCE OF POPULAR REMEDIES.

Many of the medicines which chemists sell to-day originated centuries ago and are compounded on the same general principles as when they were first introduced.

Hiera picra is probably the oldest pharmaceutical preparation in existence; it has been sold for at least 2,000 years.

Oxymel of squill, used for coughs, was invented by Pythagoras, who lived in the sixth century before Christ.

Diachylon plaster was devised by Menecrates four hundred years before Christ.

Syrup of poppies, employed as a sedative, is due to Themison, who lived at Rome in the reign of Augustus Cæsar.

Basilicon ointment was invented about the same time by Celsus.

Cold-cream was first made by Galen, who died A.D. 200.

Pil. cochiæ is made from a recipe nearly a thousand years old.

Laudanum and opodeldoc are preparations due to Paracelsus, who was born in the fifteenth century.

The recipes for many of the older remedies were very complicated: one celebrated compound—theriakon—contained sixty-one ingredients. Most of the simple drugs mentioned in the Bible, such as myrrh, juniper, nitre, and saffron, are still in every-day use.

CHEMISTS' DISCOVERIES.

The training which chemists receive has fitted them for original researches, and in consequence chemists have made many discoveries of benefit to the human race. Quinine was first prepared by Pelletier and Caventou, who were in business in Paris as pharmacists. Scheele, who discovered oxygen simultaneously with Priestley, had a pharmacy at Köping, Sweden. Liebig, who devised the process for making meat extract, was apprenticed to a pharmacist; and so were Muspratt and Gossage, pioneers in the British alkali-industry. Sir Humphry Davy received his early training in an apothecary's shop. The late Sir William Ramsay frequently stated that the training received in a pharmacy is a great asset to a scientific investigator.

THE PROFESSION OF PHARMACY.

A permanent organisation of chemists and druggists was first established in 1841, when the Pharmaceutical Society of Great Britain was founded with the object of advancing chemistry and pharmacy, promoting a uniform system of education for those who should practise, and protecting those who carry on the business of chemists and druggists. A Royal Charter was granted in 1843, and an Act of Parliament in 1852 gave the Society the power of examining, licensing, and keeping a register of practitioners in pharmacy, so as "to prevent ignorant and incompetent persons from assuming the title or pretending to be pharmaceutical chemists or pharmacists." The sale of poisons was subsequently regulated by the Pharmacy Act, 1868, and the Poisons and Pharmacy Act, 1908, and entrusted to chemists and druggists. The Pharmaceutical Society is for the profession of pharmacy the examining body and the licensing and prosecuting authority. It is also an educational and scientific corporation.

LICENCES TO PRACTISE PHARMACY.

Every chemist's shop is required by law to be conducted by a qualified person. To carry on the business of a chemist and dispenser of medicines it is necessary to pass the qualifying examination of the Pharmaceutical Society. A standard is laid down for the preliminary education of those who enter pharmacy, evidence of having passed such examinations as the Oxford and Cambridge Local examinations and the College of Preceptors' being required before candidates can enter for the qualifying examination. They must also be of age and have been engaged for at least three years in the dispensing of medicines. The examination covers a wide range, the subjects being chemistry, physics, botany, materia medica, dispensing, and prescription-reading. It occupies two days and is both practical and theoretical. Those who pass are entitled to use the descriptions chemist, druggist, and pharmacist. They may afterwards take the Major examination, which confers upon them the title pharmaceutical chemist. Those who are members of the Pharmaceutical Society can place the letters M.P.S. after their names.

THE DISPENSING OF MEDICINES.

The ideal which modern legislation aims at is the separation of the practice of medicine from the dispensing of remedies. The requirements of the medical curriculum do not enable doctors to acquire more than a superficial knowledge of pharmacy, as it is considered that the time of students should be devoted to the acquisition of the special knowledge needed for the diagnosis and treatment of disease. When the National Insurance Act was passed in 1911 it was ordained that the supply and dispensing of the medicines provided under the Act should be entrusted to chemists except in special circumstances. The doctor has in this way unlimited choice of medicines and is not restricted in the remedies he wishes to prescribe. The number of prescriptions dispensed for insured persons in Great Britain exceeds twenty-five millions per annum. It is probable that a similar number are dispensed by chemists for persons who do not contribute to health insurance funds. Chemists are the only dispensers of medicines who are bound to make up prescribed remedies according to the formulas of the British Pharmacopœia. This ensures that the medicines ordered by medical men and required by the public will be of the same strength wherever dispensed in the United Kingdom.

THE SALE OF POISONS.

When certain medicines are dispensed by chemists the Pharmacy Acts require that special precautions shall be taken to prevent the possibility of accidental poisoning. There are also about five hundred drugs and chemicals which may only be sold by chemists under statutory restrictions. The sale of the more potent poisons can only be made to persons known to the chemist, and the purchaser has to sign his name in the poison-sale book. The records the chemist is required by law to keep are (1) a prescription-book, (2) a book in which the sale of arsenic is registered in conformity with the Arsenic Act, (3) a register of poisons under the Pharmacy Acts, (4) a cocaine-register, (5) an opium-register, and (6) a record of the sale of certain drugs to members of the Forces. The conditions of sale vary according to the strength of the poison, the uses to which it is to be put, and the person who makes the purchase. Some drugs may only be sold when ordered in a medical prescription.

OTHER FUNCTIONS OF THE CHEMIST.

It is estimated that a chemist in an average business has in stock about ten thousand articles. He has, in addition to dispensing medicines, to meet the demands of the public for simple and compound remedies as well as chemicals used for other than medicinal purposes. There are numerous surgical appliances and sick-room requisites, and special foods for infants and invalids. The sale of approved remedies for simple ailments also forms part of a chemist's business. The scientific training which the chemist receives specially fits him to sell agricultural and horticultural chemicals and photographic requirements. Many take up dental work, and others possess qualifications in sight-testing and the supply of spectacles. In all these cases the public has the advantage of ready access to a man who not only is able to advise in many difficulties which crop up in every-day life but is always willing to place his knowledge at the service of his customers.

Business Changes.

PARKE'S DRUG STORES, LTD., have taken over the pharmacy of Mr. King, High Street, Sutton, Surrey.

MR. H. H. V. GIBSON, pharmacist, has taken over the business of Mr. J. W. Hutchinson, chemist and druggist, Burscough, Lancs.

MR. T. W. DUNLOP, chemist and druggist, has sold his branch at 231 Knights Hill, London, S.E., to Mr. J. A. Stout, chemist and druggist, who has managed it for the past three years.

BRADLEY & BLISS, LTD., manufacturing chemists, London Street, Reading, have recently acquired the wholesale packed-goods trade of Tunbridge & Wright, Castle Street, and the proprietaries formerly put up by Mays & Mackay, Ltd., Gun Street.

Insurance Act Dispensing.

A Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Reports from Local Centres.

ENGLAND.

Manchester.—A meeting of the Pharmaceutical Committee was held on October 2, Mr. F. W. Bates, J.P., in the chair. With reference to the recent review, the Secretary reported that fifteen men had been released for the Army. The report of the Local Associations Executive Committee on the remuneration afforded by N.H.I. dispensing during 1918 was considered and adopted. A circular letter was read from the Central Advisory Committee regarding substitution. The Secretary stated that no men in the Manchester area had been found available for substitution. The Checking Bureau's report on the May prescriptions was approved and adopted. The accuracy of the pricing was deemed to be satisfactory.

Middlesex.—At the meeting of the Insurance Committee, held on October 7 at the Guildhall, Westminster, London, S.W., Mr. W. S. Glyn-Jones, M.P. (Chairman), presiding, the Finance and General Purposes Sub-Committee recommended the payment of accounts amounting to 31,513*l.* 14*s.* 11*d.* Among these were the following: To chemists, 1918, 4,646*l.* 2*s.* 2*d.*; to practitioners' emergency drugs, 1917, 1*s.* 10*d.*; ditto, 1918, 10*s.* 6*d.* The accounts were passed. The Sub-Committee further reported that the total amount available for the Drug Fund is 33,405*l.* 0*s.* 11*d.*, and the "floating sixpence" payable to doctors amounts to 8,337*l.* 10*s.* 4*d.* The cost of drugs and appliances amounted to 20,548*l.* 9*s.* 5*d.*, balance 4,519*l.* 1*s.* 2*d.* On reassessment pursuant to the Medical Benefit Regulations, 2,013*l.* 6*s.* 4*d.* of this amount is carried on to the Drug Fund for the current year, and the balance, 2,505*l.* 14*s.* 10*d.*, is retained by the Treasury.

Salford.—At the last meeting of the Insurance Committee, the Special Sub-Committee appointed to consider the availability for military service of dispensers in the area reported that it had been agreed with the National Service Representative that six men should be released and fifty-three retained for civilian requirements. This agreement has been communicated to the local Tribunals. Correspondence was read with reference to a statement made by a chemist that a doctor influenced his patients in favour of certain chemists. It was resolved that the matter be referred to the Medical Service Sub-Committee to deal with.

Tynemouth.—In a report presented to the Insurance Committee it is stated that the prescriptions dispensed in the area during 1917 numbered 32,747, at a total cost of 901*l.* 3*s.* 10*d.*, averaging 6.61*d.* per prescription and 14.67*d.* per insured person. The report of the North of England Joint Insurance (Prescriptions) Committee for the half-year ended June last states that during the six months 16,254 prescriptions were issued, the total average cost of which was 7.54*d.* (ingredient-price 4.27*d.*, dispensing-fee 3.27*d.*), the average cost per insured person being 8.37*d.*

SCOTLAND.

Ayr.—The conference of the Scottish Association of Insurance Committees took place on September 27 and 28. Mrs. Ogilvie Gordon, D.Sc. (Aberdeen), was elected President, in succession to Provost Anderson (Fife). Mr. A. B. Gilmour, Superintendent of the Scottish Central Checking Bureau, presented a report on the work of the Drug Accounts Committee, which stated, *inter alia*, that the prescription-forms issued in 1917 in Scotland numbered 1,805,603, costing 72,753*l.* 5*s.* 1*d.*, and averaging 9.67*d.* per form; while in the first half of the current year 932,941 forms were dispensed, valued at 43,948*l.* 8*s.* 9*d.*, an average of 11.30*d.* The increase in the present year, says Mr. Gilmour, "is more particularly due to the enormous increase in the price of dressings. For example, in 1915 the tariff price of cotton-wool was 1*s.* 2*d.* per lb., and is now 4*s.*; lint, which was 2*s.* 3*d.* per lb., is now 6*s.* 4*d.*; while the price of a 3-in. bandage has increased from 2*d.* to 5*d.* It will thus be seen that, so far as it is consistent with a high standard of efficiency, the greatest possible economy should be exercised." Papers were read by Dr. W. F. Brown (medical officer of health for Ayr) and Mr. W. M. Marshall (Clerk to the Lanarkshire Insurance Committee). The conference by a large majority agreed to reaffirm last year's resolutions on the subject of a Ministry of Health, as against an amendment by ex-Provost Keith expressing the view that the functions of the Insurance Commissioners should be dissociated from the administration of public health, and that Insurance funds should be exclusively used to increase the benefits for which insured persons had contributed. It was agreed that next year's Conference be held at Dumfries.

British Pharmaceutical Conference.

A MEETING of the Executive Committee was held at 16 Bloomsbury Square, London, W.C., on October 2, the President (Mr. William Kirkby, M.Sc.) in the chair. There were also present Messrs. F. Ransom, W. L. Currie (Vice-Presidents), D. Lloyd Howard (Hon. Treasurer), F. W. Crossley-Holland, H. Deane, C. H. Hampshire, A. R. Melhuish, H. Skinner, and R. R. Bennett (Hon. Secretary). The death of the following members was reported: Mr. J. Balcomb (Cheltenham), Mr. T. Farries, Mr. R. C. Harrison (Grayshott), and Mr. W. Jamison (Belfast). The following Sub-Committees were appointed: Research, Practice Section, and Conference Development. Mr. J. O. Braithwaite was reappointed Editor of the Abstracts and Mr. T. Stephenson Compiler of the New Remedies Section of the "Year-Book of Pharmacy" for the ensuing year. The following new members were elected: Mr. W. H. Butchers (Manchester), Mr. C. H. Grimwade, Mr. W. Lewcock, B.Sc. (Forest Gate), Mr. F. H. Palmer (Hull), and Mr. J. Webster, F.I.C.

A Possible New Source of Thymol.

UNDER the above heading the "Agricultural News" draws attention to experiments that have been made in the West Indies in the cultivation of the ajowan-plant (*Carum copticum*) for the production of thymol.

Among the plants suggested for trial was *Ocimum viride*, a native of West Africa, very abundant in Sierra Leone, and said to occur also in the West Indies. This plant belongs to the same genus as the commonly cultivated pot basil (*Ocimum Basilicum*), which is often grown and used as a pot-herb in the West Indies. In Sierra Leone *O. viride* is known as the mosquito plant, in consequence of its supposed property of keeping off those insects. Leaves from plants obtained from Sierra Leone proved on examination to contain from 0.35 to 1.2 per cent. of oil containing thymol in quantities varying from 32 to 65 per cent. In the cultivation experiment in Seychelles the seedling plants, when two months old, were transplanted into good garden soil, and when eight months old the bushes were 6 ft. high. When the plants were only four months old, and had just started flowering, a trial distillation was made of some of the leaves only. The yield of oil was 0.5 per cent. When the plants were eight months old a distillation was made of the shoots—that is to say, of the green portions of the stem above the part which turns brown—along with the leaves and inflorescences attached to them. The yield of oil was 0.45 per cent. of the weight of the green material, and the estimated yield per acre was about 35 lb. of oil, the yield of green material being reckoned at nearly 3½ tons from one cutting. It is, however, expected that five or six cuttings might be made annually. When examined at the Imperial Institute the oil from the leaves alone was found to contain 62 per cent. of thymol, while that from the shoots contained 52 per cent. A firm of manufacturing chemists estimated the value of the oil as approximately at from 5*s.* to 6*s.* per lb. in London. It would appear, therefore, that the oil from *Ocimum viride* might be a useful source of thymol if it can be marketed at a suitable price, and it has been suggested that the cultivation should be continued in the Seychelles, and that a trial consignment of several hundredweights of the oil be forwarded to the London market. As the climatic conditions of the Seychelles are very similar to those of the West Indies, it has been considered that a plant which flourishes in the former might succeed equally well in the latter, and, considering the present high price of thymol, might prove a remunerative source of income to our West Indian Possessions.

CASTOR-OIL SHORTAGE IN GREECE.—There is no castor oil in Greece, and permission is asked that some should be imported from Egypt.

GREEK QUININE-SUPPLY EXHAUSTED.—Doctors, hospitals, etc., are informed that the distribution of quinine ended on September 7, and that the whole supply of quinine being now exhausted, no further requests can be entertained.

AN OBJECTIONABLE DOSE.—The "Westminster Gazette" on October 7 had a cartoon representing "Doctor Germany" offering a potion labelled "Democratic Mixture" to the "All Highness." The Kaiser's reply is: "Filthy stuff! If you'll alter the label and call it Parliamentary tonic or something like that I'll see if I can stomach it."

Trade Report.

42 Cannon Street, E.C. 4, October 10, 3 p.m.

THE perfect diplomatic reply of President Wilson (which pricks the latest German peace bubble), taken in conjunction with the continued inspiring war news, appears to have stimulated the markets in many directions. In fact, it may be said that the latest phase of the political situation has given a feeling of confidence and encouraged instead of checking business, and quite a number of products have advanced. Meanwhile, attention seems to have been focussed on those articles which present attraction as post-war propositions. Outsiders from the Baltic and the Corn Exchanges whose business has been cut off or is under Government control appear to have been attracted to the Mincing Lane chemical and drug markets of late, and their operations have a tendency to dislocate the legitimate trend of business, a factor which is much to be deprecated. An outstanding feature has been a somewhat wild speculation in eucalyptus oil, and the price has been driven up rapidly. Menthol and oil of mint show a further advance, and the Japanese Camphor Monopoly have raised their prices by about 55s. per cwt., so that English refiners have practically withdrawn from the market. The outbreak of "flu" in various parts of the world has led to a sudden and excessive demand for products like aspirin, phenacetin, phenazone, amidopyrin, etc., with the result that stocks (particularly phenazone) have suffered rapid depletion, and for a time replacement of supplies meets with difficulty owing to congested traffic on the French and Swiss railways. The stabilisation of the Italian exchange is still affecting the values of produce from that source, the pound sterling being only worth about 30 lira, against 40 to 43 lira, all of which factors make for higher prices, and at a time when some easing off in values might have been expected. Among the articles which have advanced are amidopyrin, phenazone, ferri et quin. cit., cassia oils, and quinine (second-hands). Cassia lignea, farina, peppers, pimento, and tartaric acid are firmer. Camphor oil, calumba, barbitone, potash permanganate, and chloral hydrate are all cheaper.

Higher	Firmer	Easier	Lower
Anise oil, star Calomel Camphor (Jap. Monopoly) Cassia oil Citrates Citric acid Eucalyptus oil Ferri et quin. cit. Menthol Phenazone Quinine (sec. hands)	Agar-agar Amidopyrin Cassia lignea Farina Mint oil (Jap.) Pepper Pimento Tartaric acid	Calumba Camphor-oil Potash permanganate Salicylic acid	Barbitone Choral hydrate

Cablegram.

NEW YORK, October 9.—Business in drugs is active. Sweet oil of birch has advanced to \$3.25. Mandrake (podo-phyllum-root) is dearer at 14c.; Canada balsam has advanced to \$6.25 per American gallon. Long and short buchu-leaves have advanced a further 25c. to \$2.50. Senega is lower at 90c.

ACETANILIDE.—Stocks are moving off slowly, holders asking 6s. 3d. per lb. The recurrence of the "flu" epidemic may lead to a revival in the demand.

ACETIC ACID.—A small consignment of glacial acetic acid has been distributed to the consuming trades, which, although it relieves urgent necessities, still leaves supplies very short.

AGAR-AGAR is rather firmer, with sellers of No. 1 Kobe strip at 3s. 7d. per lb. on the spot.

ALCOHOL.—The investigation and organisation of the alcohol industry for the manufacture of explosives is dealt with at length in the "Board of Trade Journal" for October 10.

AMIDOPYRIN.—Spot stocks are extremely small, and as no fresh consignments are expected before next month 60s. per lb. is being readily paid for spot parcels.

ANISE OIL, STAR, is dearer on speculative buying. Towards the close of last week sales of "Red Ship" brand were

made at 6s., and this week from 6s. 3d. to 6s. 6d. has been paid. Sales of parcels afloat have been done at from 5s. 8d. to 6s. 1½d. per lb. c.i.f., and September-November shipment at 6s. 3d. c.i.f. Very heavy stocks exist in the hands of strong holders, a large proportion of which were bought at about half the current market values. There is likely to be a large demand for this product at the cessation of hostilities, as the Continental markets (particularly neutrals) have been bare of supplies for the past three years.

ANTIMONY.—There are buyers of crude at 65l. per ton on the spot, and probably a few pounds more would be readily paid but for the absence of offers. The marked scarcity has no effect on the market for foreign regulus, which is almost going begging near 74l. There is some Continental inquiry, but freightage is extremely difficult and business is hindered. Antimony ores are quite nominal, and the imports are said to be comparatively small, while our total imports for 1917 at over 19,000 tons already indicated a big decrease against the previous year.

ARSENIC.—The demand is very hesitating, which is obvious considering the important part which the heavy war outlet played in last year's big rise. The time is perhaps not far distant when a substantial adjustment in prices may ensue. Judging from the various descriptions of foreign material heard of lately and the lack of interest the undertone seems anything but strong, although quotations have remained virtually stationary at about 95l. to 97l. for best Cornish powder, delivered London.

ASPIRIN.—Stocks on spot continue to dwindle, and supplies are very difficult to find, only comparatively small lots offering at from 16s. 6d. to 17s. No export permits appear to be granted. A petition to liquidate one of the English makers is to come before the Courts next week.

BARBITONE.—The heavy stock on spot has led to a recession in price to about 90s. per lb.

BENZOATES still show a tendency to rise, and only small quantities are obtainable at about 20s. for benzoic acid and 21s. for soda benzoate. A New York advice, dated September 11, intimates that little improvement has been noted in soda or acid, and business has been entirely routine. There are sufficient stocks on hand to take care of a larger volume of orders, and there is every reason to believe that a great deal of shading would now be done on firm bids.

BERGAMOT OIL is quoted at 24s. 6d. c.i.f. to come forward.

BISMUTH SALTS.—The advance noted last week applies to all the salts except subgallate, the list price of which remains unchanged at 15s. 8d. The other prices are: Carbonate, 15s. 11d.; citrate, 15s. 5d.; nitrate cryst., 9s. 11d.; oxide, B.P., 17s. 5d.; salicylate, 16s. 10d.; subchlor., 15s. 8d.; and subnitrate, 14s. 2d. per lb. net. The carbonate shows an advance of 1s. 4d. on previous prices, and the other salts 7d. to 1s. Liquor bismuthi et ammon. cit. is 2d. per lb. higher at 13s. 5d. per lb.

BROMIDES.—It is to be hoped that larger supplies of potash and ammonia will be coming forward from America presently, as stocks are insufficient to keep the drug-trade supplied, and buyers are compelled to buy second-hand parcels of Japanese potash, for which 8s. to 8s. 3d. has to be paid. Soda is rather more freely offered at 5s.

BURDOCK-ROOT.—Good Belgian cut appears to be unobtainable, recent sales having been made at about 150s.; whole Japanese is offered at 10s. per cwt. less.

CALUMBA.—The recent arrivals appear to hang fire, and for, say, ten-bag lots it would be possible to buy at from 385s. to 387s. 6d. per cwt.

CAMPHOR MONOBROM. is offered at 15s. 6d. per lb. on spot.

CAMPHOR (MONOPOLY).—The agents for the Japanese Monopoly camphor have been instructed to advance their prices, and now quote "B" at 317s. and "BB" at 331s. per cwt. c.i.f. for October-December shipment; these prices show a rise of about 55s. on the previous rates.

CAMPHOR OIL.—About 1,100 packages have arrived during the past fortnight, part in a leaky condition. Prices are the turn easier, with sellers of white essential Japanese at from 140s. to 145s. per cwt.

CAMPHOR (REFINED) has been quiet, with sales of Japanese 2½-lb. slabs on the spot at 6s. 6d.; for ¼-oz. tablets 7s. 6d. is quoted. The advance in B.B. monopoly camphor by practically 6d. per lb. has led to a temporary withdrawal of English refiners' prices, which are a matter of negotiation.

CASCARA SAGRADA.—According to the monthly drug statistics the London stock on September 30 was 22 tons, against 97 tons; the landings were nil, and the deliveries 1 ton.

CASSIA LIGNEA is firmer, with buyers of whole selected at 140s. and broken at 132s. 6d. on the spot.

CASSIA OIL is dearer, with spot sales of 80 to 85 per cent. c.a. at 8s. 6d. per lb., closing with sellers at 8s. 9d.

CHAMOMILES.—New crop French offer at 300s. per cwt. on the spot.

CHLORAL HYDRATE has been rather more freely offered, and the price is easier at about 15s. per lb., duty paid, as further arrivals have taken place.

CITRATES have been advanced by 1s. 3d. per lb., makers quoting potash at 5s. 11d. and sodium citrate at 4s. 9d. per lb.

CITRIC ACID is dearer at 4s. 9d. per lb. on spot, which is below the parity of the Italian makers, so that a further advance seems unavoidable.

CLOVE OIL is quiet but firm at from 23s. to 25s. per lb., as to seller, and deferred delivery might be had at a trifle less.

CLOVES are steady, with sellers of fair Zanzibar on the spot at 3s. per lb.

COCAINE.—The price of hydrochloride has evidently reached its maximum. Owing to manufacture in Japan the demand from this source is cut off, and makers in that country have been supplying the Far East, including India. The latter fact we gather from an official report, and although the drug is smuggled into India, no representations appear to have been made to prevent it.

COPPER SULPHATE.—Trading is very quiet and uninteresting; the nearest Liverpool f.o.b. price is 65 $\frac{1}{2}$., less 5 per cent. Export business seems in abeyance. In pre-war times good quantities used to be dispatched to Roumania, and recent developments in the Balkans have aroused some interest having regard to the possibility of reopening old connections in that quarter, and given an eventual reopening of the Dardanelles. The home trade working arrangements for farm use no longer operates, but it is inferred that a price may again be fixed for the ensuing year.

DILL-SEED.—At a meeting of the Pharmacists' Local Associations Executive Committee on October 1, a communication was received from the Ministry of Food regarding the supplies of dill-seed, inquiring what quantity was used annually and what quantity was in stock. After inquiries had been made a reply as follows was sent: "Regarding dill-seed, a considerable quantity is used in pharmacy as oil of dill; this oil is principally manufactured from English seeds. The quantity of foreign seed used as oil in pharmacy is comparatively small. I understand that ample stocks of seed are on hand at the present time. There are no figures available as to the quantity on hand or consumed annually; these could only be obtained by calling for a return from all the manufacturers of oil."

ETHERS are 3d. per lb. higher than when we last quoted, those made from industrial methylated spirit being as follows: B.P. pure, for anaesthesia, s.g. .720, 3s. 5 $\frac{1}{2}$ d.; for technical purposes, .730, 2s. 7d.; .725, 2s. 9d.; and .720, 2s. 10d. per lb.

EUCALYPTUS OIL.—The low prices at which the market has stood for many months has at last attracted the attention of speculators, and a considerable amount of business has been done on the spot at rapidly advancing prices. A week or ten days ago B.P. qualities could have been bought at from 2s. 7d. to 2s. 9d., but values on Wednesday closed at 4s. 3d. to 4s. 6d. for good B.P., these prices having been paid. A certain amount of inferior quality is being hawked about, which may be palmed off on an unsuspecting buyer.

FARINA is firmer, with sellers of No. 1 Japanese on the spot at 90s.; the sales to arrive include October-December shipment at 86s. 6d. and November-January at 88s. c.i.f.; sweet is 88s. 6d. on the spot.

FERRI ET QUIN. CIT. is dearer, B.P. in vials having advanced to 1s. 5 $\frac{1}{2}$ d., $\frac{1}{2}$ -oz. vials 1s. 6 $\frac{1}{2}$ d., and in bulk to 1s. 4d. per oz. net. Ferri et quin. et strychnina cit. is 1d. dearer at 1s. 10d. per oz.

GALLIC ACID is quoted at from 5s. 9d. to 6s. per lb., which is a reasonably low figure in view of the price of galls.

GENTIAN is slow of sale, prices varying from 88s. to 92s. 6d. per cwt., as to quality and seller.

GLYCERIN.—The organisation of the glycerin supply for the manufacture of explosives is dealt with in detail in the issue of the "Board of Trade Journal" for October 10.

HYDROQUINONE.—Demand is quiet, with the price maintained at about 17s. to 17s. 6d. per lb.

IPÉACUANHA.—At the end of September there was a London stock of 1,015 packages (comprising 360 Matto Grosso, 3 Minas, 62 Cartagena, and 90 East Indian), compared with 381 packages in September 1917. This is the largest stock for at least the past five years, and represents several years' supply for home-trade requirements.

LEAD COMPOUNDS.—There is a continuous large Government outlet both for red and white lead at the official prices of 45 $\frac{1}{2}$ and 58 $\frac{1}{2}$ per ton respectively. Only small retail lots are allowed to be handled without a certificate for ordinary use.

LEMON OIL has shown more activity, and the higher prices of from 5s. 9d. to 6s. c.i.f. have been cabled for new crop, this being one of the results of the stabilisation of the Italian exchange. As usual, spot prices show a wide range

at from 4s. 9d. up to 5s. 6d. per lb., according to brand and holder.

LIQUORICE-JUICE.—The extremely high prices quoted from Italy make business difficult; on the spot block juice can be had at from about 370s. to 375s. per cwt. Spanish is quoted 332s. 6d. to 335s.

MENTHOL is 6d. to 9d. per lb. higher on the week, spot sales of Kobayashi-Suzuki having been made at from 19s. to 19s. 9d., and January delivery at 19s. 9d. to 20s., spot terms.

MERCURIAL SALTS.—Calomel is 3d. dearer than when we last quoted, makers' list-price and below 1-owt. lots being 6s. 11d.; red oxide is also 3d. dearer at 7s. 10 $\frac{1}{2}$ d., and prep. at 7s. 3 $\frac{1}{2}$ d. Corrosive sublimate is unchanged at 6s. 8d. per lb. net.

METHYL SALICYLATE has been in better seasonable demand, and shipments are not coming forward very rapidly from U.S.A.; on the spot 6s. 3d. to 6s. 6d. is quoted.

MILK-SUGAR.—Although no official Order has been issued by the Ministry of Food, the price is practically controlled at 3s. 6d. per lb.

MINT OIL.—Japanese dementholised is firmer, with spot sales of Kobayashi-Suzuki at from 7s. 1 $\frac{1}{2}$ d. to 7s. 3d. per lb. With the further advance and extreme scarcity of American tin oil it is thought that prices will go still higher in sympathy.

OLIVE OIL.—American dealers in olive oil (says a Washington report of September 7) were given high but unwarranted hopes of a supply when it was announced that the Spanish Government would licence the exportation of 20,000,000 litres, of which 10,000,000 would go to North and South America. It was believed that a large proportion of the amount would come to the United States. All these dealers will be disappointed. European countries already are dependent upon the Americas for a large proportion of their fats. In Washington it is considered poor judgment to reship Spanish olive oil brought to the United States while shipping already was being demanded to send similar products from the United States to Europe. The War Trade Board has maintained an import prohibition on olive oil, and there seems to be very little prospect that the prohibition will be removed.

OPTUM.—In view of the fact that the spot stocks are extremely small, especially 10 per cent. Persian, the price is nominal at 62s. 6d.

OTTO OF ROSE.—According to the "Wirtschaftszeitung der Zentralmächte" "the market for otto of rose this year has been well supplied, and the prices were firm. The rose crop was smaller than last year, but the quality was satisfactory. Rose-growing has been falling off, and consequently some far-sighted and influential rose-essence producers have combined to unite all parties interested in this industry into an Association for mutual advantage. This Association now numbers 5,000 members, of whom nearly half are collective-members, i.e., co-operative societies. According to the rules of the Association its duties will be: (1) To procure cheap credit for its members; (2) to prevent adulteration; (3) to organise joint distillations; (4) to provide the societies with all the requisite apparatus for producing the otto."

PARALDEHYDE remains cheap at from 9s. to 9s. 6d. per lb., prices which should attract buyers, as shipments from the U.S.A. are not being maintained.

PEPPER is firmer, with spot sales of fair black Singapore at 2s. 1d., Aleppy at 2s. 2 $\frac{1}{2}$ d., and Tellicherry at 2s. 3 $\frac{1}{2}$ d. White pepper is also firmer at 3s. 8d. for fair Muntok, and to arrive 3s. 5 $\frac{1}{2}$ d. c.i.f. London is quoted; fair Singapore is 3s. 7 $\frac{1}{2}$ d. on spot.

PEPPERMINT OIL.—Small sales of finest Wayne County oil on spot have been made at 30s., which marks a further advance.

PHENACETIN has been in better demand on the spot, and business has been done at from 18s. 6d. to 19s. One of the English makers are disposing of their works and plant by auction.

PHENAZONE.—Owing to the prevalence of the "flu," spot stocks have become greatly depleted, and the price is now 52s. 6d. Probably another month may elapse before fresh consignments arrive from France and Switzerland, so that the scarcity in the interim may become acute.

PIMENTO is firmer, with spot sales at from 7 $\frac{1}{2}$ d. to 7 $\frac{3}{4}$ d. per lb.

PODOPHYLLUM-ROOT is scarce at 190s. per cwt. on the spot.

POTASH PERMANGANATE.—Japanese is offered at 12s. 6d. per lb. on the spot.

PYROGALLIC ACID.—Crystals are quoted at from 16s. to 16s. 6d. and resublimed at 18s. 6d. per lb., which prices are regarded as reasonably low in view of the price of galls, being from 190s. to 200s.

QUININE.—Small lots have changed hands during the week at from 5s. 6d. to 5s. 9d. per oz., but there are still orders on the market up to 6s., which are difficult to execute owing to the scarcity of supplies.

SACCHARIN.—Owing to recent arrivals and the anxiety on the part of nervous holders to dispose of them, the market has fluctuated considerably, and business has been done at lower prices. The tone is steadier at the close, however, prices of 550 pure being from 250s. to 255s. per lb., duty not paid.

SALICYLATES.—There is an inclination on the part of nervous makers to make sales of salicylic acid for forward delivery at lower prices. The spot price is 4s. 6d. Soda salicylate is unchanged at 6s.

SALOL is still offered at 9s. per lb., but with any renewal in export demand a recovery should be seen.

SARSAPARILLA.—We notice the arrival of 179 bales in Liverpool. According to the London drug statistics the stock on September 30 was 434 bales, compared with 201 bales for the corresponding period of 1917.

SENEGA is quoted on spot at from 7s. 9d. to 8s. per lb. net. **SHELLAC** continues quiet, with sellers of usual standard TN quality at from 335s. to 340s., and fine at 355s.; cakey AC Garnet is 320s. and pure Button 345s. To arrive TN Orange is quoted at 305s. and AC Garnet at 310s. c.i.f.

SPIRITUOUS PREPS.—Several of the leading preparations are 3d. per lb. higher than when we last quoted, these including spirit. aether. co., B.P., which is now listed by makers at 8s. 7d.; spirit. aether. nit. s.g. .842, 5s. 7d.; s.g. .850, 5s. 6d.; spirit. ammon. aromat., 4s. 3d.; spirit. ammon. comp., 5s. 8d.; and spirit. ammon. foetidus, 5s. 6d. per lb.

TARTARIC ACID remains firm at 3s. 9d. for powdered on the spot.

TURPENTINE.—The position continues firm, the full maximum price of 105s. per cwt. being paid. The outgoings are closely controlled, while the stocks are very small at about 5,000 barrels of American and 2,000 barrels of Continental spirit. American exports remain difficult, and production is said to have been curtailed by one-half, although this process should be checked by the higher price, while good stocks are still in existence in the South.

VANILLIN has shown more inquiry at from about 65s. to 67s. per lb., which prices are reasonable having regard to the cost of production.

ZINC PRODUCTS.—Fair quantities of zinc dust came to hand recently, but these were speedily absorbed by outstanding contracts. Prices are very firm at 108½ per ton c.i.f. for best Australian, while Japan asks about the same figure, but shipping is almost impossible. Importers of American zinc oxide find considerable difficulty in doing business, prices being unreliable and quite nominal.

Rhodesian Arsenic.

The manufacture of white arsenic on a commercial scale was brought to a successful stage in Rhodesia early this year. The report of the Munitions and Resources Committee states that one unit of a plant is at present in operation, the output from which is about 14 tons per month. The plant is now being increased, and it is hoped to produce about 100 tons per month before the end of 1918. The product is of excellent quality, assaying about 99 per cent., and it is interesting to note that this grade is obtained from the ore in one operation. For the time being all the arsenic produced is exported to the Union of South Africa for the manufacturing of arsenite of soda, but it is the intention of the syndicate now carrying on the work to turn out dips itself at a later date. In view of the vast importance to Rhodesia and South Africa of having an assured supply of dip, the Committee hopes that the production of arsenic in Rhodesia will be rapidly increased, and that the manufacture of arsenite of soda and dips will be taken in hand at an early date. Experiments in the recovery of arsenic as a by-product have been conducted in one of the Rhodesian gold-mines, but results are not yet available. A considerable amount of attention was devoted during 1917 to prospecting for arsenical ores, and bodies of mispickel are now known to exist within reasonable distance of the railway line, which could supply South African requirements for arsenical compounds for many years to come. Any white arsenic recovered as a by-product in gold-mining would doubtless find a ready sale if the manufacture of dips and of arsenite of soda is commenced, but the regular source, the Committee state, would necessarily be from high-grade mispickel ores such as are known to be available in the country.

ITALIAN ESSENTIAL-OIL EXPORTS.—During 1917 the exports of lemon, orange, bergamot oils, etc., from Italy amounted to 73,245,100 kilos., against 91,143,200 kilos. in 1916 and 92,186,700 kilos. in 1915.

"**KHAKIED MAGNESIA**" occurs in a written request received by an Edinburgh pharmacist. The present price of magnesia certainly favours the suggestion that much of it has disappeared into the Army.



Letters for this section should be written on one side of the paper only. The writer may adopt an assumed name for purposes of publication, but he must in all cases furnish his real name and address to the Editor.

Reconstruction in Ireland.

SIR,—Referring to the letters by Messrs. Wilson, Hewton and Hogg (*C. & D.*, September 21, p. 50, and September 28, p. 51) on the condition of the drug-trade in Ireland and what is best to be done in the circumstances, it is now some twenty years since I first began to agitate for the formation of a Society representing all classes of the craft, even to coming to an understanding with grocers in reference to those goods which we both handle, to have a uniform price and a living profit. After some five years or so of agitation and spade-work, with the help of some others, there finally emerged the Ulster Drug Trade Association, which I am pleased to say is now at last coming into its own, which was followed afterwards by the Dublin and Cork Societies; but in my opinion the trade must go a long way yet to be thoroughly efficient. At the annual meeting of the U.D.A. in 1915, and several times since, I emphasised the fact that, after the war, we should find all sections of trade organised to meet the new condition of things, and if we did not do likewise to the highest degree we would, to use a common but expressive phrase, "find ourselves in the halfpenny place or on the shelf"—that it was up to us to take time by the forelock and get ourselves prepared by thorough organisation and closer co-operation. Now, in the opinion of many, this can only be achieved by wiping out the grade of druggists entirely and opening the door for them to the higher grade, and so giving them the opportunity to qualify as pharmaceutical chemists, thus having one grade only, and doing away with the grievances which the druggists' section consider they have, in which opinion many Ph.C.s agree. The idea is that when we had thus set our house in order all the Societies connected with the trade in Ireland should become affiliated, and in questions affecting the trade as a whole we should work unitedly and bring our whole weight to bear. In order to do this effectively we consider that all the members of the Pharmaceutical Council should be real "live wires"; in other words, that the Council, besides looking after the legal, technical, and examination points, should also constitute itself into a Commercial Committee, to which all the Societies should send up their agreed opinion on any subject. For example, when any proprietor refuses to give a fair and living profit on any article which the members are called upon to handle, the Council, as representing the trade as a whole, upon obtaining the mind of the trade through their Societies, will announce that the members refuse to handle the article until the proprietor assures chemists a just and equitable profit, thus making the Council a practical help in the everyday business of life, and not a useless figurehead. I also hold the opinion that all the Secretaries of the various Societies of the drug-trade in Great Britain and Ireland should get into touch with each other, get their Societies joined together, and, if possible, arrange to have a representative appointed from each and a Central Council formed which could speak out on any point affecting the trade as a whole of the United Kingdom, which I think would be an ideal condition. One outstanding fact remains, however—most members of the trade are dissatisfied at the way they have been exploited by the public for years, and the totally inadequate returns they have been, and are, getting for their qualifications, long hours of service, and the responsibility which they incur in their business, as compared with what labourers, tradesmen, and others can obtain, and what are determined it must be remedied in some way or other: for, after all, what we get out of it for our time and labour is the supreme question for us all.—Sincerely yours,

Belfast.

JAMES D. CARSE.

Weighing-machine Contributions.

SIR,—I feel sure that you would like to know of the degree of success which has attended the chemists' weighing-machine plan for the benefit of St. Dunstan's. The publicity which you so kindly gave to this idea led a great many chemists to earmark for the benefit of blinded soldiers and sailors the amounts taken by their weighing-machines during the month of August, and a sum of rather over 1,000£. was thus realised—the largest sum from one individual firm, of 33£., being sent by Messrs. Spong, of Biggles-

wade. But for your kindly assistance this excellent result could not possibly have been obtained, and I want you to allow me to thank you most sincerely on behalf of the gallant men to whom you have shown yourself to be so good a friend.

Yours faithfully,

ARTHUR PEARSON,

Chairman Blinded Soldiers' and Sailors' Care Committee.
St. Dunstan's, Regent's Park, N.W. 1.

The Anti-Hun Crusade.

SIR,—The prompt and satisfactory result of your Editorial comment on the honours bestowed by the Pharmaceutical Society on alien enemies is another triumph for THE CHEMIST AND DRUGGIST. The belated action of the Council is still unexplained, however, and the fact that there was apparently no public discussion on the reasons for delay bears a somewhat sinister interpretation. We are merely told that Mr. Cuff moved and Mr. Hines seconded a motion that all alien enemies be removed from the list of honorary and corresponding members of the Society, and that the motion was adopted "without comment." I should have imagined that the subject would provide material for a good deal of comment, and it is evident that members of the Council are not very closely in touch with the Society's members all over the country and in the Colonies or the general indignation would have been loudly voiced even in the sacred precincts of the Council-chamber. One must be satisfied, I presume, that even at the eleventh hour the apostles of *laissez-faire* in pharmacy should have been goaded into action, but can anyone inform me of any valid reason why this action should not have been taken four years ago? Is it possible that the Council have been playing the "mugwump" game, and now that Germany is likely to be definitely licked they have at last decided to jump? Personally, I repudiate such an idea entirely, but I feel strongly that the Council should not lay themselves open to such an imputation.—Yours truly,

HUN-HATER. (87/9.)

"Division of the Minor."

SIR,—Mr. A. J. Franklin has hit the nail on the head when he suggests division of the Minor. At present I am studying at a London College with discharged soldiers, who are unanimously of opinion that the greatest help they could receive would be by adopting this course. The Council has had power to do this, under the Poisons and Pharmacy Act, for the past ten years, and it is a scandal that it has not been done sooner.

S. W. (89/7.)

Legal Queries.

Most difficulties in trade law are explained in the legal section of "The Chemist and Druggist Diary," 1917, beginning on page 353.

J. S. (91/7) has had his window broken by a boy aged sixteen. Can he sue the boy or his father or both for damages? [The father is under no liability in respect of his son's action; but "J. S." can sue the boy for damages.]

A. B. (194/57) is preparing what he describes as a medicated wine from spirits, various flavours, and meat and malt extracts. He wishes to know if he can sell such a preparation as a wine under the name of "Meat and Malt Wine," or, say, "Vin Nutritif," and if he must give a declaration on the label as to the source, nature, or composition of the preparation. [Such a preparation is not a medicated wine at all, and so no question would arise as to putting on the label the particulars required by the Central Control Board (Liquor Traffic). But "A. B." might commit an offence under the Sale of Food and Drugs Acts if he sold the article to a customer as wine, seeing that it is not of the nature, substance, or quality asked for. The preparation is a spirit of the kind known as British compounds. The fact that meat and malt extracts are added to it is immaterial. In order to make it for sale, "A. B." would require to hold an Excise compounder's licence. In order to sell it he would require to have either a spirit dealer's or a spirit retailer's licence according to the quantities in which he wished to sell. To enable him to get an Excise spirit retailer's licence he would require to have the Justices' certificate, which is obtainable at the general annual licensing meeting of the licensing district in which he has his place of business, and which is held in February of each year. At the present time there is a special difficulty in the way of opening a new retail business. By the Retail Business (Licensing) Order, 1918, no one without the authority of the Director-General of National Service may establish or carry on any new branch of any existing retail trade or business. This is expressly stated to include "Opening at any premises of a line or department of retail trade or business not previously carried on by the retailer."]

Miscellaneous Inquiries.

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

N. Z. (175/25).—(1) BOOKS ON THE MANUFACTURE OF ALCOHOL: McIntosh's "Industrial Alcohol: A Practical Manual, etc." (Scott, Greenwood, 7s. 6d.); Brant's "Practical Treatise on Distillation and Rectification of Alcohol" (Low, 21s.); Wright's "Practical Handbook on the Distillation of Alcohol from Farm Products" (Spon, 4s. 6d.). (2) BOOKS ON COAL-TAR PRODUCTS.—Cain's "Manufacture of Intermediate Products for Dyes" (Macmillan, 10s.); Martin's "Dyestuffs and Coal-tar Products" (Lockwood, 7s. 6d.); Gardner's "The British Coal-tar Industry" (Williams & Norgate, 10s. 6d.); Findlay's "Treasures of Coal-tar" (Allen & Unwin, 4s. 6d.); Nickel's "Coal-tar Chart" (Allen & Unwin, 5s.); Green's "Systematic Survey of the Organic Colouring Matters" (Macmillan, 25s.); Cain and Thorpe's "Synthetic Dyestuffs" (Griffin, 18s.).

J. E. (24/19).—"Diseases and Remedies" (Office of C. & D., 3s. 6d.) is a suitable book for use in counter-prescribing.

G. H. D. (190/50).—We cannot suggest a treatment for the stained pink silk coat which you could use without experimental work, and that would be risky.

Delta (191/13).—SYR. FERRI PYROPHOSPH.:

Iron pyrophosph.	3iiss.
Distilled water	5j.
Dissolve, and add—	
Syrup of orange-flowers ...	5iiss.
Syrup to	5xxiv.

Dose: One to two teaspoonfuls in water.

C. & S. (191/10).—REMOVING TAN-STAINS FROM HANDS.—Try the effect of potassium-permanganate solution followed by oxalic acid. This answers in the case of recent stains, but may not be so successful with old-standing discoloration.

Flash Light (190/73).—RE-CHARGING DRY CELLS.—See C. & D., January 13, 1917, p. 51.

Dax (91/7).—LIQUORICE-PASTE such as is employed in the manufacture of liquorice-and-menthol pellets is made from block juice. About 100 lb. of block juice is broken up and heated with 40 gals. of water in a steam-pan until it dissolves. The liquid is then strained and evaporated to half its bulk. Next are added sugar 1,000 lb. and 10 per cent. of glucose. Glycerin is better than glucose, but is not available at present. This mass is then medicated with menthol, eucalyptus oil, etc., and squeezed into ribbon shape, which is cut up into pellets.

L. W. (190/25).—Laurance's books on sight-testing are published by Mr. Lionel Laurance, The School of Optics, 2 Guildford Place, London, W.C. 1.

Code (195/22).—CABLE CODE.—Effingham Wilson, 54 Threadneedle Street, London, E.C. 2, publishes several cable codes. Write to him for his list.

Retrospect of Fifty Years Ago.

Reprinted from "The Chemist and Druggist," Oct. 15, 1868.

The United Society.

The United Society of Chemists and Druggists seems to have as many lives as a cat. In the course of its eventful history it has been brought to death's door by atrophy, by internal disorders, and by the malpractice of its physicians. Yet it still lives. We really thought that it had died from the effects of its recent convulsions, and that there was nothing left for us but to bury it decently. We were mistaken. Like all creatures of low organisation, it is wonderfully tenacious of life. When one head is cut off another is developed, and the mischief resulting from disruption is rapidly repaired. From the report, which we print with some reluctance, our readers will learn that Mr. Buott has formed another Executive Committee, and has succeeded in inducing a very worthy member of the trade to accept the office of President. With this "scratch company" the energetic manager will doubtless produce a new sensational drama at the earliest opportunity.

EMETINE SANDAL WOOD

HYDROCHLORIDE OIL

HYDROBROMIDE

ALSO
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ATROPINE, STRYCHNINE,
CAFFEINE, THEOBROMINE, NICOTINE
QUININE SALTS,
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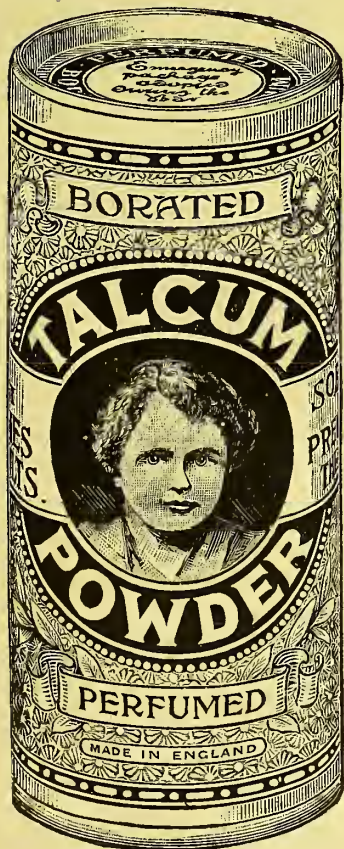
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CHEMICALS,

ESSENCES,

PERFUMERY,

DENTAL and TOILET PREPARATIONS,

ORGANO-THERAPEUTIC and PHARMACEUTICAL PRODUCTS.

The goods may be inspected between 10 a.m. and 4 p.m. on the 14th and 15th instant at the Inns of Court Hotel, High Holborn, W.C. 1.

Forms of tender may be obtained at the time and place of inspection, or on application at Room 38, Custom House, Lower Thames Street, E.C. 3.

Buyers will be required to enter into a Bond in the full value of the goods purchased that the goods will not be exported from the United Kingdom during the continuance of the war, except to British Overseas Dominions or to Allied Governments.

Tenders, on the approved form, addressed "The Secretary, Room 34, Custom House, E.C. 3," and marked "Tender No. 57," must be received by noon on the 19th instant.

The Commissioners do not bind themselves to accept the highest or any tender.

FOR SALE.

ABOUT 20 dozen Soda Water Syphons, in good condition; 4 dozen Syphon Heads, and 4 dozen Wood Cases for six; all with name branded on. Best offers to Chave & Jackson, Hereford.

ABOUT 100 dozen Gillette Blades in original packets, for immediate delivery; 4s. 6d. per dozen, post free. Marns, Chemist, High Street, Ealing, W. 5.

FOR Sale, Copper Still; 3 ft. diameter; capacity 50 gallon; in first-class condition. Apply 44/2, Office of this Paper.

POTASSIUM Bromide Gran.; 100 lb. for disposal. What offers for whole or part? Marns, Chemist, High Street, Ealing, W. 5.

QUIN. Sulph., 100 oz. tins, 4s. 9d. oz.; 25 oz. tins, 5s. oz.; six Winch. Glycerine, open to offer. Apply 44/27, Office of this Paper.

TOOTH Paste Mixer, and also power-driven Ennlsifier, about 6 gallons. Full particulars from Lysol, Ltd., Warton Road, Stratford, E.

260 STOPPERED Bottles (from 50 oz. to ½ oz.); 15 Engraved Label ditto (30 oz. to 12 oz.); 28 Ointment Jars (2 lb. to ½ lb.); estimated worth £10 at pre-war prices; nearest offer accepted. Apply 44/19, Office of this Paper.

17 WINCHESTERS. Inf. Seuege Conc. 1 to 7, at 4s. lb., bottle 9d.; one Winchester of 5 lb. sent carriage paid on receipt of 20s. 9d. John Noble, Pharmacist, 17 Owen's Row, London, E.C. 1.

51 LB. Tinct. Lavand. Co. (1885 B.P.) for 12s. 6d.; 15½ lb. Pulv. Pimento, 15s. 6d.; 10 lb. Senna Leaves E.L., 5s.; 15 lb. Jamaica Ginger (Root), 30s.; 22½ lb. Cocculus Indicus, 20s.; 5½ lb. Rad. Sarsae (Incis), 20s.; 6½ lb. Cort. Cinchone, 12s.; 14 lb. Lichen Hibern., 7s. 6d.; 4½ lb. Aloes Barb. Opt., 9s.; 4 lb. Galls, 10s. 6d.; 3 lb. 6 oz. Inf. Gent. Co., 1 to 7, 5s.; also Drug, Coffee, Paint Mills; carriage paid. Lees, Drug Stores, Stalybridge.

PARTNERSHIPS.

DIRECTOR WANTED.—Thorough Traveller retiring, an opportunity occurs for a qualified Chemist with good knowledge of Therapeutics, and with a "live" connection among Medical men, Veterinary Surgeons, or Pharmacists, to join the directorate of a provincial Wholesale house. State full particulars, in confidence, to "Director" (42/400), Office of this Paper.

BUSINESSES WANTED.

WANTED to purchase, a good sound genuine high-class or middle-class Business (immediately); cash down; replies stating lowest price and net profit treated in strict confidence. Apply "M.P.S." (56/7), Office of this Paper.

SITUATIONS OPEN.

RETAIL.

BARNES, LONDON, S.W.—Lady Assistant wanted for good-class Dispensing and Retail business; some Pharmacy experience necessary; salary £2. Apply, stating usual particulars, to Feltwell & Son, 90 Church Road, Barnes, S.W. 13.

BRIGHTON.—Assistant for Light Retail without N.H.L.; reasonable hours; comfortable permanent position; commencing salary £3 10s., with good prospects. Stead, 23 Duke Street, Brighton.

BRISTOL.—Qualified Manager required for medium-class Retail, with N.H.L. Dispensing; business is adequately staffed, and the position affords good scope. Please give full particulars in first letter to Stokes, Chemist, 31-35 Lower Castle Street, Bristol.

BRISTOL.—Wanted, an all-round unqualified Assistant; ineligible or discharged; outdoors. Apply, giving usual particulars, to Chandler & Son.

BUXTON.—Unqualified Assistant (lady or gentleman) wanted for good-class business; outdoors; short hours. Please state age, previous experience, and salary required to W. T. Young, Pharmacist, Spring Gardens, Buxton, Derbys.

CROYDON.—Unqualified Assistant; lady or gentleman; if latter, a discharged man (Young); good Dispensing business; hours 9-7.30, Wednesday 9-1.30, Saturday 9-8.30. W. E. Matthews, Ltd., 40 George Street, Croydon.

HASTINGS.—Discharged soldier, sailor, or ineligible, with first-class Dispensing and Retail experience, required in Dispensing and Retail business. Kindly state references, salary required, and enclose photograph (vacancy now open). Neve & Co., Proprietor Harold E. Skyrue, 12 Wellington Place, Hastings.

HAVERHILL, SUFFOLK.—Wanted, a qualified Assistant for Country Business; light duties, easy hours; every encouragement to elderly or partially disabled if reliable. Full particulars, J. Shearman, Chemist, 156 King Street, Great Yarmouth.

LEAMINGTON.—Assistant wanted (male or female) for high-class Retail and Dispensing business; required immediately. Apply Davis, Chemist, Leamington Spa.

LEEDS.—Qualified lady Assistant for Dispensing and Retail department. State age, experience, salary required, and when disengaged, Reynolds & Branson, Ltd., Leeds.

LEICESTER.—Unqualified Assistant required for up-to-date Cash Retail and Dispensing business; splendid opening; permanency to a capable man; Photographic experience an advantage. "Leicester" (43/37), Office of this Paper.

LONDON, N.—Lady Assistant required for Dispensing and Counter; outdoors; comfortable berth; two kept. Apply, stating experience, age, height, and salary required, to Dow Brothers, 44 Seven Sisters Road, Holloway, N. 7.

LONDON, N.E.—Immediately, unqualified Assistant; easy hours; half-day weekly; Sunday duty one in four, 6 p.m. to 8 p.m. State particulars and salary required to Briggs, 75a High Street, Walthamstow.

LONDON, N.W.—Unqualified Assistant, either sex, for small easily worked branch; no Poisons; one free day per week. State wages wanted, Grant's Drug Stores, 18 Chalton Street, Euston, N.W.

LONDON, S.E.—Unqualified Assistant required for progressive business; good opening for a capable man discharged from Army or Grade 3; permanency. "B. R." (43/371), Office of this Paper.

LONDON, S.W.—Assistant wanted, with good knowledge of Dispensing. Please state experience, when disengaged, and salary expected, the latter being according to ability, 34/28, Office of this Paper.

LONDON, W.—Unqualified Counter Assistant; hours 9-6.30. 1 o'clock Saturdays. Apply S. F. Goss, Ltd., 460 Oxford Street.

LONDON, W.—Assistant with Dispensing experience; outdoors; either sex. State salary and all particulars to Harding, Chemist, The Avenue, West Ealing, W. 13.

MANCHESTER.—Wanted, Assistant for Retail and Dispensing business. Full particulars of experience, age, and salary required to J. S. Breese, Pharmaceutical Chemist, Rusholme.

MANCHESTER.—Mottershead & Co., 7 Exchange Street, require an unqualified Assistant; accustomed to first-class business for the Retail Counter. Address applications, stating experience, age, and salary expected, to Mr. Blackburn.

MANCHESTER.—Lady Assistant wanted in high-class Retail and Dispensing business; previous Counter experience necessary. State age, experience, and salary to R. H. Wheelodon, Chemist, West Didsbury, Manchester.

MANCHESTER.—We have vacancy for an Assistant experienced in better-class Pharmacy; good Dispensing; hours 8.45 to 7, Saturdays 1 o'clock, no Sunday or Bank Holiday duty; £208; permanency. Write, in confidence, to Mr. Spratt, Midgley's, 4 Exchange Street, Manchester.

MANCHESTER.—Unqualified Assistant required in good-class City Dispensing business; short hours; permanency; 65s. weekly. Apply 195/31, Office of this Paper.

MANCHESTER.—Junior Assistant, unqualified, for high-class Pharmacy. State full particulars and salary required, Westmacott & Son, 17 Market Street.

MIDLANDS.—Qualified Assistant wanted as Substitute: hours 8.50 a.m. to 8 p.m., Thursdays 1 p.m., Saturdays 9 p.m., alternate Sundays 6 to 8 p.m. State salary and when disengaged to 18/38, Office of this Paper.

NORTH COUNTRY.—Wanted, qualified Assistant: light good-class Retail; comfortable and easy berth; full time or afternoons. 2 till 6 o'clock. Particulars to "M.P.S." (39/33), Office of this Paper.

NOTTINGHAM.—Smart Assistant (unqualified) wanted at once; capable of taking charge of small branch; ineligible. Also Junior required for head establishment. Apply, giving full particulars in first letter, references, salary required, when at liberty, etc., S. Cook, Chemist, 76 Radford Road, Nottingham.

NUNEATON.—Wanted (immediately), Junior Assistant; unqualified; ineligible for Army. State full particulars and salary required (outdoors), H. Lester & Son, Chemists, Nuneaton.

RICHMOND, SURREY.—Lady Assistant wanted for Counter; good-class trade; comfortable hours. Apply personally, or by letter, Coppen Bros., Ltd., 12½ Carey Street, Vincent Square, Westminster, S.W.

SOUTH OF ENGLAND.—Assistant required (male or female); free removal; permanency with good salary. Timothy Whitto Co., Ltd., Chemists, Portsmouth.

SOUTH WALES.—Wanted, reliable Assistant; suit young lady; Dispensing and General, Counter. Send full particulars, salary required, references, etc., to Henderson, Pharmacist, Llanelly.

SOUTHSEA.—Lady Assistant required, chiefly for Dispensing, with Hall qualification or other experience; outdoors. Apply, giving usual particulars and salary required, etc., Arnold & Sons, Southsea Pharmacy.

SURREY.—Splendid district; capable unqualified Assistant required; must be a good Dispenser; comfortable and permanent berth. Apply 43/370, Office of this Paper.

SURREY.—J. Wearing, Pharmacist, Woking, offers a real good berth to a Junior Assistant; liberal salary; splendid prospects; short hours; two Assistants kept; outdoors.

WALSALL.—Qualified Assistant as substitute. Apply, with full particulars, G. Elliott & Son, Walsall.

WEST-END.—Wanted, a smart Assistant; good salary; good hours; no late duty; unqualified. Apply to "R. E." (42/31), Office of this Paper.

WEST RIDING.—Young lady Assistant required for Light Retail and Dispensing business; comfortable permanency. State age, Dispensing experience, and when at liberty, "W. R." (43/372), Office of this Paper.

ASSISTANT, gentleman or lady, for Light Retail and Dispensing business; hours 9 to 7, Wednesdays 1, Saturdays 8, no Sunday duty. State age, experience, references, and salary, Thompson, Pharmaceutical Chemist, 31 The Grove, Ealing, W. 5.

ASSISTANT wanted for quick cash trade. State salary and particulars, Wilsons, Chemists, Wigan.

ASSISTANT (unqualified) for Drug Store; easy hours; good salary; best references only accepted; application from late Army compounder entertained. Apply 9 Wickham Lane, Plumstead, S.E. 18.

ASSISTANT wanted; qualified or unqualified; good middle-class and agricultural business, a little Wholesale; short hours, no Sunday or Bank Holiday duty. State usual particulars and salary required, "X. L." (36/10), Office of this Paper.

COCKS & DUNSFORD, Pharmacists, Torquay, require an Assistant for good-class Dispensing business and Hospital work.

DISPENSER Assistant required; Hospital experience essential; salary according to qualifications. Applications to be sent to the House Governor, The General Hospital, Birmingham.

DISPENSER (Assistant) required at the Miller General Hospital, Greenwich Road, S.E. 10; Hospital experience necessary; hours 10-6; lunch and tea provided. Apply, stating age, qualifications, and salary required, to the Secretary.

DISPENSER wanted for Surgery, morning and evening. Apply, stating age, experiences, and wages required, to Dr. A. D. Lewis, 15 Stamford Hill, London, N.

DISPENSER; lady or gentleman; easy hours; three Assistants kept. Apply, giving full particulars of previous experiences and salary required, to Mr. Reid, 2 Queen Street, Exeter.

EXPERIENCED Assistant for the Dispensing Counter; medium hours; £3 10s. Full particulars, with reference, to 44/2, Office of this Paper.

GILES, SCHACHT & CO., Clifton, Bristol, require a Junior Assistant, lady or gentleman, for Retail; no Insurance work. State experience, salary required (outdoors), and enclose photo.

GOOD all-round outdoor Assistant (unqualified) for high-class Retail and Dispensing; hours 8 to 8, Thursday 1 p.m., Saturday 9 p.m.; no other duty. Apply, with full particulars, to L. North, Chemist, Northampton.

JUNIOR Assistant wanted for Dispensing Counter; outdoors; no N.H.I. Dispensing. Please state usual particulars, with salary required, to Higgins, 47 Market Place, Salisbury.

LADY Assistant, quick and accurate Dispenser, Hall, willing to assist at Counter, £2 weekly, outdoors, for good-class business 30 miles South of London. Apply 40/7, Office of this Paper.

LADY (qualified) to manage branch; Light Retail and Dispensing; easy hours. State salary required to 27/38, Office of this Paper.

LADY Assistant; Retail and Dispensing; preferably with knowledge of P.O. duties, or willing to assist. State age, previous experience, and salary required, Stewart, 522 Barking Road, E.

LADY Pharmacist wanted (at once); chiefly Dispensing. Also lady to put up stock and Dispense; unqualified or Hall. Apply Brodribb, 344 Mare Street, Hackney.

LADY Dispenser-Bookkeeper (Hall) wanted October; Doctor's firm; state age, salary, and experience. Apply Messrs. Maturin & Statham, Monmouth House, Lymington, Hants.

LOCUM, 14 days, commencing 3rd November, for West Lancashire village. State terms (outdoors) and full particulars, 41/13, Office of this Paper.

MANAGER wanted for November 1st; must be reliable and ineligible for Army; good salary and commission. Apply 60 Watney Street, St. George's, E. 1.

MANAGER; qualified; good salary; permanency to capable man (close to City). Particulars in first letter, 42/17, Office of this Paper.

MANAGER or Senior, discharged or ineligible, by 1st November, married, to live over shop, for good-class Retail and Dispensing, and little Photographic. Apply T. E. Savage, 30 Broadway, Crouch End, N. 8.

MANAGER (qualified) wanted for West of England seaside town end of October. Particulars as to age, height, references, experience, and salary required, with house, rent, and taxes free, Holman, Ham & Co., Ltd., Market Street, Exeter.

MESSRS. TIMOTHY WHITE CO., LTD., Chemists, Portsmouth, require a capable Pharmacist (male or female); easy hours; good and progressive salary, with excellent prospects; free removal.

QUALIFIED lady Dispenser wanted (at once) to live at Branch Surgery two miles off and Dispense at both Surgeries; rooms, fire, and light provided. State salary required, Dr. Wynne, Northiam, Sussex.

QUALIFIED Managing Assistant, married, to live over the business, required for good-class business; excellent prospects and permanency for capable man. Apply, stating salary and when disengaged, to Oliver, Chemist, Maidstone.

SHORTHAND Typist required. Apply by letter, giving full particulars and salary required, in confidence, to J. L. Hatrick & Co., Ltd., 70-72 St. John Street, Clerkenwell, E.C. 1.

UNQUALIFIED lady Dispenser, married preferred, wanted by Doctor in S.W. district for morning and evening Surgery. Please state salary required to 45/22, Office of this Paper.

UNQUALIFIED Counterman and Dispenser wanted, with knowledge of Photography; must be ineligible for military service; salary £3 15s. per week and commission. Apply "M." (198/55), Office of this Paper.

WANTED, a lady Assistant (experienced) for high-class Retail and Dispensing business. Apply, with full particulars and salary required (outdoors), to R. Wood, Pharmaceutical Chemist, Windsor.

WANTED, qualified Assistant in eastern part of City; must be reliable, sober, etc.; five rooms over shop, or, if preferred, outdoors; state salary required; 9 to 8, close Thursdays. Also part-time Assistant. Apply 23/36, Office of this Paper.

WANTED (immediately), unqualified Assistant; lady or gentleman; discharged soldier or one exempted if gentleman. Apply Barkers, Chemists, Grimsby.

WANTED, an experienced Assistant Dispenser (lady) at a Voluntary Hospital in Manchester; Minor qualifications; with board and residence. Address, stating salary required, age, and full particulars, with copies of not more than three testimonials, to 197/34, Office of this Paper.

WANTED, unqualified Assistant (single) about October 21st; discharged or low category; Dispensing and Light Retail business; easy hours. State references and salary required to Chettle, Clevedon, Somerset.

WANTED, lady or gentleman to occupy rooms (unfurnished) over shop; coal, gas, gas cooker supplied; easy hours; comfortable berth. Walwin, Chemist, Gloucester.

WANTED, thoroughly reliable and competent Assistant (knowledge of Homoeopathy preferred, but not essential); to one wishing a permanency or succession this is a fine opportunity. Apply, with full particulars of experience, salary required, to Auckland, 96 Camden Road, London, N.W. 1.

WANTED for Dispensing business, the end of the month, a good experienced Assistant; salary £3 10s. a week. Apply "H. R." (44/4), Office of this Paper.

WANTED, unqualified Assistant for high-class Dispensing business; state references, salary, age. Apply, in first instance, to 43/1, Office of this Paper.

WHOLESALE.

LONDON house requires experienced Laboratory Assistants for manufacture of Galenicals. Apply, giving full particulars of previous engagements, to "Kola" (198/240), Office of this Paper.

MANCHESTER Wholesale house requires services of men with knowledge of the trade. State wages and experience, 44/14, Office of this Paper.

ADVICE wanted re manufacturing Malt Extract for medicinal purposes. Apply 37/23, Office of this Paper.

CELLARMAN wanted; accustomed to putting up heavy lines; Oils, Syrups, etc. State wages and experience, Gale & Co., Ltd., 15 Bouverie Street, E.C. 4.

COST Clerk; experienced in analysing and checking manufacturing costs. Apply Ayrton, Saunders & Co., Ltd., Liverpool.

EXPERIENCED Capsule makers; machine work; piece work rates paid; male or female. Evans Sons Lescher & Webb, Ltd., 60 Bartholomew Close, E.C. 1.

EXPERIENCED women lookers-up and checkers for Wholesale Patent Medicine and Sundry house; state age and salary required. Apply 42/21, Office of this Paper.

FOREMAN required by a progressive firm of Manufacturing Chemists; applicants should have a knowledge of the manufacture of Malt Extract and Pharmaceutical products. Apply, stating experience, age, and salary required, to "A. B." (12/3), Office of this Paper.

MANUFACTURING DEPARTMENT.—Unqualified Assistant to prepare Pharmacopoeial preparations and Proprietaries, and to take charge of machinery for dry mixing, crushing, and grinding Drugs and the milling of Ointments, etc. Applicants, who must be ineligible for military service, should send full particulars of experience, stating age and salary required, to Martyn's Stores, Ltd., 26 Queen Street, Wolverhampton.

SAVORY & MOORE require a Forewoman in their factory, who can control girls; preferably one with a knowledge of the Drug trade. Apply Wholesale Manager, 143 New Bond Street, W. 1.

SMART Travellers required for London, North of England, and Scotland; splendid side line; well-advertised article. Write, stating full particulars, Talbot Wilson, 20 Highgate Road, London, N.W. 5.

SMART Travellers required on good commission basis (£10-£20 weekly), to introduce a first-class repeater (Sugar Substitute); only those need apply who can sell on pro forma terms. Give full particulars and references, in strict confidence, to 29/9, Office of this Paper.

TABLET Machinist wanted. Apply W. B. Cartwright, Ltd., Rawdon, near Leeds.

TABLET Maker or Granulator wanted; Liverpool; permanent post; good salary. Apply 137/18, Office of this Paper.

TRAVELLERS, calling on Chemists and Perfumers, required to sell on liberal commission terms, new and novel Toilet preparation. State, in confidence, houses represented and districts, 33/1, Office of this Paper.

TRAVELLER - DIRECTOR. — Through Traveller retiring, an opportunity occurs for a qualified Chemist with knowledge of Therapeutics, and with a "live" connection among Medical Men and Veterinary Surgeons, to join the Directorate of a provincial Wholesale house. State particulars, in confidence, to "Traveller-Director" (42/401), Office of this Paper.

TRAVELLER wanted by a London Drug house for the South and West of England. Apply, stating age, experience, and salary required, to "Rheum" (197/12), Office of this Paper.

TRAVELLERS wanted to push line, selling Toilet preparations amongst Chemists, Drapers, and Hairdressers in Scotland, Midlands, Lancashire, North-East Counties, and Yorkshire. Apply "Perfume" (198/10), Office of this Paper.

WANTED, Chemist or skilled worker familiar with the manufacture of Silver Salts. Apply "B. M." (196/75), Office of this Paper.

WANTED, experienced Tablet Machinist. Apply W. B. Cartwright, Ltd., Tablet Makers, Rawdon, near Leeds.

WANTED, man with experience of steam plant, for Lancashire firm of Manufacturing Druggists. State age, wage, and exact experience, 44/140, Office of this Paper.

WAREHOUSE Manager wanted for J. F. Macfarlan & Co., Edinburgh; good position for suitable man. State previous experience and terms.

WET and Dry Counterman wanted by Wholesale house, London. State experience, previous engagements, and wages required to "Export" (198/241), Office of this Paper.

WHOLESALE London house requires Stockkeeper for bottle department; must have had good experience of Druggists' bottles of all descriptions. Apply by letter to "Class" (198/24), Office of this Paper.

WORKS Chemist wanted, with experience suitable for manufacture of fine Chemicals; position would be permanent and progressive for suitable man. Apply, stating experience, references, and terms, 196/66, Office of this Paper.

SITUATIONS OPEN.

(Colonial, Indian and Foreign.)

INDIA.—Travelling Representative required for Perfumery and Toilet Soaps; must be thoroughly experienced in Indian travelling. Apply by letter only in strict confidence, giving full particulars of present and previous representations, to J. and E. Atkinson, Ltd., 1 Southwark Park Road, London, S.E. 16.

JAPAN.—Wanted immediately, an Assistant (qualified preferred) in a first-class Chemist's business at Kobe; easy hours; four years' contract; passage paid out and home; must be ineligible for the Army. Send for full particulars, with photo, to J. W. Franklin, c/o Bailey's Hotel, Gloucester Road, S.W. 7.

SITUATIONS WANTED.

1s. for 12 words or less; 6d. for every 10 words or less beyond, prepaid.

[HOME.]**RETAIL.**

ADVERTISER seeks engagement in good working-class district; long and varied experience; keen business methods; permanent or temporary; disengaged; ineligible; Drug Store management; Dispenser or general; moderate salary. "Mancunian" (41/24), Office of this Paper.

AS Locum; permanency; reasonable terms; excellent references and experience. Apply 44/23, Office of this Paper.

ASSISTANT; unqualified; eighteen years' all-round experience with Chemists and Doctors; *qualified in America*; whole or part time. Address "Indian," 12 Torquay Street, Paddington, W. 2.

ASSISTANT; lady; Hall; six years' experience; West-End reference; London or suburbs. Apply "X." (43/26), Office of this Paper.

BRANCH Manager; qualified; over military age; permanency; Brighton or district preferred. State salary, hours, etc., to "Chemist," 163 Seaside, Eastbourne.

CAPABLE reliable Worker; locum work preferred (wounded), but can tackle good class work. J. A. D., 52 Thurstaston Road, Belgrave, Leicester.

CHEMISTS requiring qualified assistance, a Pharmacist (elderly) places his services at their disposal; managing or locum. M.P.S., 25 Southcote Road, Bournemouth.

DISCHARGED, unqualified, 26, married, seeks permanency; first-class experience and references; had practical experience in Dentistry and Optics; London districts preferred. Please state salary offered, "Energetic," 13 Cobbold Road, Willesden, N.W. 10.

DISPENSER, Grade III., age 26, with Hospital, Surgery, and Retail experience; N.H.I. qualification. Pidoux, Wood's Lane, Burton-on-Trent.

DISPENSER, lady (Hall), desires post with Doctor, Hospital, or Chemist; Manchester or suburbs. "The Empire," 4 Corporation Street, Manchester.

DISPENSER, woman, Hall qualification, experienced, desires post in London or country. Apply 42/35, Office of this Paper.

DISPENSER (lady) requires post immediately; preferably high-class. State salary and hours, 43/27, Office of this Paper.

DISPENSER-BOOKKEEPER, etc. (45), rejected, desires change, Manchester or Oldham district, where half-day weekly could be obtained. Apply "Fideles" (42/3), Office of this Paper.

DISPENSER-BOOKKEEPER (Hall) desires post with Doctor; four years' experience in Dispensing. Miss Burstow, 50 Lesbourne Road, Reigate, Surrey.

EASY terms for comfortable berth; exempt; qualified; 45; Manchester district preferred. "Rkei" (34/23), Office of this Paper.

ELDERLY; qualified; active; permanency; six hours' daily; experienced Dispenser; N.H.I.; London; 55s. Address 42/26, Office of this Paper.

EVENING engagement wanted from 5 p.m.; W. or W.C. district; Counter, Dispensing, Optics, Dentistry; 30 years' experience. "H. J. W." (43/33), Office of this Paper.

EXEMPTED gentleman (45), of experience and ability, desires post in Wholesale or Retail, where a first-class knowledge of Chemicals and Galenicals is required; disengaged shortly; London only. Apply 42/38, Office of this Paper.

EXPERIENCED Manager, qualified, requires engagement; prospects of advancement; must be business having Assistant; liberal salary expected. State particulars in first letter, 41/31, Office of this Paper.

EXPERIENCED unqualified Assistant, Grade III., high-class Dispensing and Retail experience, desires change. Kindly give particulars, "Bournemouth" (41/22), Office of this Paper.

EXPERT Locum; unregistered; well recommended; abstainer; single. "Elderly," 19 Chapel Street, Uxbridge.

IMMEDIATE.—Berth required under exceptional circumstances; qualified; recently proprietor. "Chemist," 2 Mill Bay Road, Plymouth.

LADY Dispenser, Hall qualification, desires post; preferably London, W.; free immediately. Miss C. Messer, "Stanstead," London Road, Reading.

LADY Dispenser; Hall and London Matriculation; Doctor, Hospital, or Institution; West or South-West preferred; good references. 6 Pownall Gardens, Hounslow.

LADY Dispenser, Hall, experienced, requires post with Doctor (no bookkeeping), Hospital, or Institution; Croydon or neighbourhood. Peto, 126 Oakfield Road, Penge, S.E.

LADY Dispenser requires post (immediately); Doctor preferred; Hall qualifications; experienced. Address "L. S.," 68 Lorne Road, Leicester.

LADY Student for Minor desires part-time work; free evening and Saturday; qualified Dispenser; experienced Chemists and Institutions. Address 43/34, Office of this Paper.

LADY Dispenser, with good London references and Dispensing experience, seeks post reasonable distance Hampstead Tube; no Counter. Please state hours, 43/22, Office of this Paper.

LADY wishes part-time Dispensing in London; Hall certificate, Pharmacy experience; excellent testimonials; Sundays if required. Apply 43/32, Office of this Paper.

LADY (Major) desires evening work. Apply 42/40, Office of this Paper.

LADY Dispenser requires post with Doctor or Institution; Hall certificate. Apply Bell, 64 Bower Mount Road, Maidstone.

LOCUM or small Branch Manager; good references; Devon or Bournemouth; age 45. Turner, c/o Mr. Barlow, Caen Street, Braunton, Barnstaple, Devon.

LOCUM Dispenser (woman) disengaged; qualified; experienced. "B.," 98 Fillebrook Road, Leytonstone, London.

LOCUM; qualified; first-class Counterman, Dispenser; disengaged. "Cito," 4 Blenheim Road, St. John's Wood, N.W. 8.

LOCUM or Branch Manager; wide experience; highest references. Apply 44/17, Office of this Paper.

MANAGER, qualified, 49, with view to purchase; good references; disengaged. Apply 41/40, Office of this Paper.

M.P.S., B.Sc. (inter.), 22, ineligible, seeks post; salary £5 per week. S. Mellins, 50 Great Garden Street, London, E. 1.

MANAGER seeks berth where good ability will be appreciated; all-round experience; capable of sole control; excellent Counterman; character bears strictest investigation; please state salary offered in first letter. Apply "M.P.S." (30/1), Office of this Paper.

MANAGER or Locum (qualified) disengaged; over 30 years' first-class experience; London preferred; good organiser. Parker, 18 Luxemburg Gardens, Hammersmith, W. 6.

MANAGER; unqualified; over military age; smart business man; all-round experience; steady; Dispensing, Counter, Photography, Dentistry. Chemist, 127 Patterson Street, Birkenhead.

MANAGER; qualified; disengaged; experienced London and provinces; London or South preferred. Apply 43/36, Office of this Paper.

MANAGERSHIP or responsible position wanted by qualified man; over military age; active, healthy; used to quick work; references and experience good; town or country; disengaged shortly; able to invest small capital; North Midlands or Yorks preferred. Apply 39/27, Office of this Paper.

N.H.I. DISPENSING; quick and accurate; Light Retail, Photographic; good references; town or country; Army discharge; salary £3 15s.; outdoors. "Radix," 90a Peacock Road, Leytonstone, E. 11.

PHARMACEUTICAL Chemist, recently returned from scientific work in France, seeks responsible position with good business firm or Institution. Apply 42/28, Office of this Paper.

QUALIFIED; 46; ineligible; Manager or Dispensership. Barker, Chemist, Woodbrook, Oldham.

QUALIFIED; locum, branch, or part-time. Chemist, 26 Telford Road, Westbourne Park, W.

QUALIFIED Chemist (23) seeks situation in London; S.E. preferred. State salary offered to "Chemist," 316 Friern Road, Dulwich.

QUALIFIED Manager or Assistant; 42; good experience and references; locum or permanency; succession entertained; London or South Coast. Apply 43/39, Office of this Paper.

QUALIFIED Chemist; 42; ineligible; good experience; with view to succession. M.P.S., 37 Rosedale Terrace, Newcastle-on-Tyne.

QUALIFIED, eight years' West-End experience, desires part-time engagement. Apply 43/33, Office of this Paper.

UNQUALIFIED, 30, discharged, married, requires permanency; first-class experience; state salary and hours. Apply 41/17, Office of this Paper.

UNQUALIFIED Assistant (lady); over three years' experience in Dispensing; short hours required; near Croydon. Apply 34/27, Office of this Paper.

UNQUALIFIED; abstainer; 5 ft. 7 in.; Grade 3; 17 years' good-class London store experience; Counter, Dispensing, Window-dressing; eight years' present situation; take charge; London only. Apply 39/24, Office of this Paper.

UNQUALIFIED, discharged, has evenings and Saturdays free; own district or near neighbourhood preferred. F. L. Taylor, 60 Tyrrell Road, East Dulwich, London, S.E. 22.

UNQUALIFIED Assistant; good experience; ineligible; capable taking charge; no N.H.I. Dispensing. Morris, 43 Adolphus Street, New Cross, S.E. 8.

UNQUALIFIED; 24; Grade III.; 10 years' good-class varied experience. State full particulars, salary, hours, etc., "Provincial" (44/1), Office of this Paper.

UNQUALIFIED lady Dispenser desires post; Doctor, Hospital, Institution. Apply 44/5, Office of this Paper.

YOUNG lady seeks post as an all-round Assistant; has had four years' experience; Suffolk preferred. Write Edna Floyd, 68 Whiting Street, Bury St. Edmunds.

YOUNG lady desires temporary post as Dispenser; free 1st November. M. B., 2 Leigh Park Road, Leigh-on-Sea.

WHOLESALE.

ADVERTISER (53) desires a position in Sundry department of Wholesale house (London), 25 years' experience, as Working Manager of a small old-established Wholesale business; good references. Apply 39/40, Office of this Paper.

ADVERTISER desires change; provinces preferred; first-class London experience in Wets, Dyes, Chemicals, etc.; 39; single; entirely exempt; excellent references; best of health. State salary, etc., "Reliable" (43/24), Office of this Paper.

AGENT or Representative gentleman, 50, discharged, calling Hospitals, Wholesale Chemists, etc., desires Agencies or on commission; Scotland. Apply 42/11, Office of this Paper.

GENTLEMAN, desiring change, wishing to represent good Wholesale house; London and South Coast. Apply 44/5, Office of this Paper.

TRAVELLER; young, smart, extensive connection; all Wales, Shropshire, Herefordshire, Cheshire, and Lancashire; disengaged; highest references; discharged H.M. Forces. Apply 18/39, Office of this Paper.

WORKS Chemist or Manager requires position immediately; thorough practical experience of modern plant and processes; Drugs, Synthetic Chemicals, Dyes, Surgical Dressings, Malt Extract, Oils, Essences, Disinfectants, Standardised Tinctures, Packed Goods. Apply 43/7, Office of this Paper.

MISCELLANEOUS.

PERFORATED Insect Powder Tins, 100 gross, $1\frac{1}{16}$ " x $1\frac{1}{16}$ " x 150 gross, $1\frac{1}{16}$ " x $2\frac{3}{4}$ " x 130 gross, $1\frac{1}{16}$ " x $3\frac{1}{4}$ " x 150 gross, $1\frac{1}{16}$ " x $4\frac{1}{4}$ ". Apply Ayrton, Saunders & Co., Ltd., Liverpool.

SACCHARIN Tablets, 40 lb., $\frac{1}{2}$ gr., 350 in 1 guaranteed, over 7,000 to pound, 1 lb. 47, 2 lb. 46 19s. per lb., 5 lb. 46 18s. per lb.; no better tablet obtainable; cash with order; immediate registered delivery. A. Walton, 40 Washington Street, Bradford.

SECOND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right, and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, RUDDUCK & CO., 262 Old Street, London, E.C.

SHOWCASES AND SHOP FITTINGS.—Several fine Silent Salesman Showcases and Counters; quantity of useful Shop Fittings; low prices. Write inquiries, Philip Josephs & Sons, Ltd., 93 Old Street, London, E.C. 1.

WHAT offers? 2 casks (84 gallons) Black Disinfectant, 50 gallon cask Carbolic Liquid Soap, delivered. Apply 38/26, Office of this Paper.

2 CWT. Stavesacre Seeds, 2 cwt. Ground Cloves, 2 tons Levigated 2. Fuller's Earth. What offers? Hebden, Winding Road, Halifax.

EXCHANGE COLUMN.

One halfpenny per word with name and address. One penny per word if we register the address and attach a number. No advertisement inserted for less than 6d.

FOR DISPOSAL.

DENTAL.

FIVE Celluloid Full Upper Showpieces. R. Lamb, 123 West End Lane, London.

12 PAIRS Dental Forceps, beautifully plated, good as new, 9s. 6d. pair; also 12 Trays, assorted sizes and patterns, cheap. Hill "Boston" Pharmacy and Drug Stores, 142 Northam Road, Southampton.

DRUGS AND CHEMICALS.

WHAT Offers? 9 1-lb. tins Sngar of Milk, packed by Southall Bros. & Barclay; also 4 B Sparklet Syphons. Lewis, Chemist, Bantry.

3 LB. each Bism. Carb., 14s. 9d.; Pot. Iodid., 14s. 6d.; Pot. Permang., 14s. 6d.; Ferri Quin. Cit., 22s. 6d.; 8 oz. each Guaiacol Carb., 7s. 3d.; Phenazone, 3s. 5d.; Salicine, 2s. 9d.; Phenacetin, 1s. 6d.; all B.P. Apply 34/29, Office of this Paper.

1 OZ. Strychnine, 6s. 6d.; 1 oz. Thiol Powder, 5s. 6d.; 1 oz. Thiol Liquid, 1s. 3d.; 2 oz. Ext. Canzab. Ind., 25s.; 3 oz. Indigo, 3s.; 3 oz. Eosin, 5s.; $\frac{1}{4}$ oz. Ol. Neroli, 27s.; $\frac{1}{2}$ oz. (fluid) Otto Rose Extra Virgin, 35s.; 1 lb. Pine Oil, 7s. 6d.; 1 lb. Ol. Cajuput, 12s. 6d.; 9 lb. Impure Cocoa butter, 10s.; 72 5-gr. Amidopyrin Tablets, 3s.; 3 litres Ol. Hyoscym. Conc. (1 in 10), 20s.; 55 lb. Pulv. Acid. Citric. (B.D.H.), 4s. 3d. lb. (returnable cask, 4s.); 9 1s. Vaseline Hair Tonic; 11 1s., 6 2s. 6d. Chymol; $\frac{1}{2}$ lb. Syr. Cocillana Co. (P.D.), 2s. Apply 39/37, Office of this Paper.

MENTHOL, 17s. lb.; Hyd. Ammon., 7s. 6d. lb.; Santonin, 3'oz., 35s.; Saffron, 7 oz., 27s.; Ol. Croton., 8 oz., 5s. 9d.; Ol.

Linonis, 6s. 3d. lb.; Iodoform, 22s. lb.; Sodii Salicyl., 3 lb., 20s.; Acid. Salicyl., 3 lb., 16s. 6d.; Gum Tragacanth, finest, 8s. lb.; Coumarin, 2 oz., 23s.; Vanillin, 3 oz., 11s. 6d.; Podoph. Resin, 6 oz., 11s.; Zinc Valerian., 2 oz., 7s. 6d.; 1,000 Parke Davis Calomel Tablets, gr. v., 14s. 6d.; ditto Cascara, gr. v., 17s. 6d.; Ol. Foeniculi Dule. Ang., 19s. lb.; Brilliant Green, 3 oz., 10s.; Medinal, 8s. oz.; Atrop. Sulph., 5jss., 25s.; Black Liquorice Juice, 5 lb., 19s.; Otto of Rose Virgin, $\frac{1}{4}$ oz., 38s.; post paid. Forryan, 40 Duncan Road, Leicester.

PROPRIETARY ARTICLES.

OVERSTOCKED.—35 Wait-and-See Pills; offers, or exchange. Smith, Drug Stores, Narborough, Leicester.

MISCELLANEOUS.

LIQUID Tar Soap; dark, 10 lb. Apply Buntings, Swaffham. **WATER** Bed for Sale; good condition; 36 x 36; maker, London. India Rubber Co., Offers, Heaton, Chemist, Hurstpierpoint. **BLACK** waterproof covered Trusses, 35, single, 16 double, 2s. each to clear; 60 Japanese Air Cushions, 1s. each. Vincent, 460 Holloway Road, London.

FIRE-PROOF Safe; internal measurements, 10" x 6 $\frac{1}{2}$ " x 6 $\frac{1}{2}$ "; in perfect condition; complete, with two keys; 50s., carriage forward. Marns, Chemist, High Street, Ealing, W. 5.

35 GROSS 5-oz. best white English Mexicans, by York Glass Co. What offers? Also portable Typewriter in leather travelling case. Thome 77 Willesden, or write "Chemist," 13a St. Paul's Avenue, Willesden Green.

GRIFFIN'S Crucible Furnace (gas) to hold 4" x 2 $\frac{1}{2}$ " crucibles; Liebig's Condenser on sliding tripod stand; Pepp's Japanized Zinc Gas Holder with gauge (about 6 galls.). What offers? Kernick & Son, Ltd., Moira Terrace, Cardiff.

WANTED.

PERSONAL Weighing Machine. Sim, Balmald, Kirkmichael, Perthshire.

OPTICAL Trial Case wanted. M.P.S., 364 Great Cheetham Street, Manchester.

TABLET Machine; single punch or rotary. Apply 36/28, Office of this Paper.

THIOCOL Tablets (5 gr.), stamped; Ointment Tins. McMullan, Chemists, Larnoe.

AUTO-STILL; any size; good price given. Address 197/35, Office of this Paper.

HYPO, from 1 cwt. to 5 tons; price F.O.R., C.O.D. Stead, 35 Duke Street, Brighton.

CAMERA; whole or half plate; good make and condition. 25 Duke Street, Brighton.

CHEMICAL Balance and Apparatus. State lowest price, Savage, 44 Efdale Road, Herne Hill, S.E.

ASPIRIN, Quinine, Morph. Hyd., Bismuth Carb., Pct. Permang. Forryan, 40 Duncan Road, Leicester.

PILL or Lozenge Mass Mixer; capacity about 28 lb. Ansell, 161 Brightwell Avenue, Westcliff, Essex.

SLOAN'S Liniment; will pay 1s. 9d. for 1s. 5d. size, and postage. Write Chemist, 26 Dean Road, Hounslow.

CORKING Machine in good condition. Details and price to "Chemist," 13a St. Paul's Avenue, Willesden Green.

AUTOMATIC Lens, Edger; new, or good as new. Give full particulars and lowest price, 39/36, Office of this Paper.

WANTED to purchase, 20 to 50 gallons medicinal Cod-liver Oil; Norwegian or Newfoundland. "A.B.C." (40/6), Office of this Paper.

PHARMACEUTICAL Journal Formulary; Martindale, 16th; Pharmacopœdia. Gower, Bookseller, 41 Voltaire Road, Clapham.

ARECA Nut, whole or powdered, any quantity; also Conversation Tube (not less than 4 ft.). Kernick & Son, Ltd., Moira Terrace, Cardiff.

SHOP Rounds and Ointment Jars. Full particulars to Hill, "Boston" Pharmacy and Drug Stores, 142 Northam Road, Southampton.

GARDENERS' Sifter and Mixer, to hold about 150 lb. State full particulars and lowest price to "Mixer" (197/74), Office of this Paper.

WANTED (at once), Packaging Machine for Powders; 4 oz. up. Full particulars and cash price to Box E2, Leighton & Lonsdale, Ltd., 55 Gray's Inn Road, W.C. 1.

TO BOTTLE MANUFACTURERS OR MERCHANTS.—We are open to buy any quantity of the following for cash: 10 oz. Green Ribbed Ovals, marked "Poisonous, not to be taken"; 4 oz. Panelled Squares; 1 oz. Duncan Panels. Send samples, state price and delivery, to Nucro Manufacturing Company, 128 Peter's Hill, Belfast.

A REGULAR supply of Beef and Malt Wine; any make. Apply S. T. Shaw, Chemist, Golear, nr. Huddersfield.

HINGED Gilt Tins for $\frac{1}{2}$ and 1 oz. lozenges; also small Glass Vest-pocket Flasks; metal screw tops; samples. Prices, "S.", 46 Cumberland Road, Acton, W. 3.

WILL'S Materia Medica, Pharmacy, and Analysis, with signature inside each, "Thomas Hale." Prices to 49 Reginald Street, Linton.

WANTED, Radium Salt, pure or Residues, old Applicators, etc. Apply Harrison Glew, Radium Laboratories, 156 Clapham Road, S.W. 9.

OPTICAL books, Minor, Major, Chemists' books; send prepaid for valuation, cash offers per return. Gower, Bookseller, 41 Voltaire Road, Clapham, S.W. 4.

BIG prices paid for Stokes' or Colton Tablet Machines; Pill Machinery also wanted. Particulars to 78/58, Office of this Paper.

JOB line Tins wanted, suitable for Boot Polish, etc. We are also buyers of Tin Plates, printed or plain. "Brytenup" Polish Works, Marsh Lane, Preston.

WAR WANTS EXCHANGE.

For the terms upon which announcements are inserted herein see Supplement for December 8, p. xlii.

WANTED.

Cuticura ointment (41/18) Malto yerbine (41/18)
Himrod's cure (41/18)

WATSONS' OF SHEFFIELD

Want high-class cameras with fine lenses, artificial light enlargers, and vest pocket cameras of all kinds.
At least 2/3rds retail given for approved models, in some instances more.

Is it not better to sell now than to wait till the slump comes? Any cameras on your shelves, and any unsaleable photographic sundries are valuable to us.

Why not sell them now?

You will never have the same chance again.

Ask your nearest chemist friend whether he was satisfied with our prices and business methods.

Cash immediately. Goods returned carriage paid if no business.

Watsons' The Camera House.

Tel. No. 255 or 27. New address, 19 Change Alley, Sheffield.

The Best and Cheapest Uncontrolled

SACCHARIN TABLETS

on the Market

(Made from the best Monsanto American powder).

$\frac{1}{2}$ grain in one.	$\frac{1}{2}$ grain in one.
10,000 @ 13/9 per 1000	10,000 @ 17/9 per 1000
25,000 " 13/7 "	25,000 " 17/8 "
50,000 " 13/6 "	100,000 " 17/7 "
500,000 " 13/4 "	500,000 " 17/6 "
Packed in boxes of 1000	Packed in boxes of 1000
14/- per 1000.	18/- per 1000

Cash with order. Carriage Paid. Prompt delivery.

THE B. & A. TRADING CO.

6 St. George's Terrace, Regent's Park, London, N.W. 3.

Saccharin Tablets.

BUY DIRECT FROM THE MANUFACTURER.
SATISFACTION ASSURED.

10,000 lots	15/10 per 1,000
20,000 "	15/7 "
50,000 "	15/4 "

E. GOODWIN & CO., 21 Moor St., CONGLTON, CHESH. RE.

DAMANCY & CO., HARROW

SACCHARIN (Monsanto) TABLETS

$\frac{1}{2}$ grain 330 in each tablet.

14/- per 1,000; 13/6 per 1,000 for 20,000; 12/9 per 1,000 for 100,000. Reduction for larger quantities. Cash with order. Carriage paid.

Saccharin Tablets

15,000,000 Weekly Output.

Any strength made to suit the Trade, consequently any price; so write for particulars. Cash with order. Carriage paid in U.K.

Our $\frac{1}{2}$ grain 330 in 1 $\frac{1}{2}$ grain has no rival.

THE ROWLAND TRADING CO., 46 Dover St., W.

Saccharin Tablets.

$\frac{1}{2}$ gr., 330 in 1. Guaranteed the Genuine Article.

£7 0 0 per lb. Cash with Order.

Delivery per return. Reg. post paid. Special quotations for large quantities.

HENRY BOWN, Chemist, 154 Cemetery Road, SHEFFIELD.

Telegram: 2742 Sheffield.

PERFUMERS! SHORTAGE OF LABOUR

Advertisers are prepared to undertake the blending of Shampoo, Tooth, and other Toilet Powders, in large or small quantities at lowest possible rates. Good workmanship and prompt delivery. Ingredients supplied if desired at lowest market prices. Write, stating requirements—

MARTIN & CO., 71 City Road, Finsbury, London, E.C. 1

TEA SWEETENERS. 'Aspanco' Brand

The Saccharin Tablet "par Excellence."

We were the original advertisers of this line twelve months ago, and have not changed our quality. We have hundreds of satisfied customers. Any quantity supplied. PRICES:

Less than 5,000, 16/2 per 1,000; 5,000 @ 16/-; 10,000 @ 15/6; 20,000 and upwards, 15/- per 1,000.

Registered Post Free.

Cash with Order.

A. S. PRICE & CO., LTD., Blackheath, Birmingham.

"HOLMIER" BRAND COMPOUND SACCHARIN TABLETS.

One is equal to a teaspoonful of sugar.

Made with American 550 Saccharin. 5,000 lots @ 14/- per 1000; 10,000 @ 13/9; 20,000 @ 13/6; 50,000 @ 13/3; 100,000 @ 13/-; 1,000,000 @ 12/6. Net c.w.o. Immediate Delivery.

MEYER, Manufacturing Chemists, 83 COLMORE ROW, BIRMINGHAM.

COTTON WOOL 2/2 per lb.

In 1 cwt. lots; 56 lb. at 2/2. Carriage paid. Cash with order. Wrappers 3/6 extra, and are returnable. The wool is white, absorbent, and interleaved. Sample for stamp. Special price for bigger lots. Super quality at reasonable prices.

JAS. Q. MILLS, Chemist, Platt Bridge, WIGAN

SACCHARIN TABLETS

Guaranteed absolutely pure and soluble.

$\frac{1}{2}$ grain 330 in 1 grain. Made from finest American 550 Saccharin.

1 lb. ... £5 12 6 per lb. | 7 lb. @ £5 11 0 per lb.
4 lb. @ £5 12 0 " | 14 lb. @ £5 10 0 "

(7,000 tablets per lb.)

AUSTIN, Wholesale Chemist, Saltley, Birmingham.

SACCHARIN TABLETS

(from Imported Saccharin)

$\frac{1}{2}$ grain of 330 in 1 grain.

Guaranteed Pure and Easily Soluble.

In Lots of NOT LESS THAN 5,000,

13/9 per 1,000.

Special Terms for Large Quantities.

Carriage Paid. Cash with order. Prompt Delivery.

THE THAMES CHEMICAL CO., LTD.

12 Norfolk Street, W.C. 2.

SWEETLEAF

The most convenient

(Prov. Pat. 127/18)

SUGAR

SUBSTITUTE.

In the form of Postage Stamps.

FOR SWEETENING TEA, COFFEE, &c.

In Booklets
of 60

Price 1/-

50% sweeter
than sd. issue.

TERMS: 1 gross less 20 %
10 gross less 25 %

W. DIVINE, 104 High Holborn, W.C. 1.

P.A.T.A. NOTICE.

113 Temple Chambers, E.C. 4.

The prices announced below will come in force as from the date of this issue:—

Advert. Price.	Minimum Retail Price:		Minimum Wholesale Price.
Browning & Co.'s Goods:—			
3 oz. Semprolin Laxative Cream	...	1/6	13/6
6 " " " "	...	2/9	24/6
12 " " " "	...	4/3	38/-

12 "	Lysol" Ltd.'s "Goods":—	...	4/5	59/-
7½d.	Osyl Tooth Paste	...	7½d.	67/6 gross
(Bonus of half quantity ordered for window				

Oppenheimer's Goods:—

1/6 tubes	" Alpine Snow "	...	...	1/6	12/-
2/- jars	" "	...	...	2/-	18/-
4d.	Papier Poudre	...	...	4d.	2/-
6d.	" "	...	...	6d.	3/9
8d.	" "	...	...	8d.	5/-
1/4	" "	...	...	1/4	10/-
8d.	" "	...	...	8d.	5/-
1/4	" " Poppea Rouge	...	...	1/4	10/-

Parke, Davis & Co.'s Goods:-

9d.	Euthymol Cold Cream	...	1/3	10 1/2
9d.	" Cream	...	1/3	6 3/4
1/3	"	...	1/3	10 1/2
	Tube Capsolin	...	1/6	12-
5 oz.	Cod Liver Oil Emulsion 35%, with	...	1/8	14 1/2
8 "	" Hypophosphites	...	2/6	20 1/2
16 "	"	...	4/6	36 9
1/6 "	Emollientine	...	1/6	12-
6s.	Glycerine Suppositories	...	1/6	11 1/2
	(Adults or Children's)	...	1/6	18 9
12's	"	...	2/6	18 9
1/3	Inhalone	...	1/3	10 1/2
1/6	Stimulating Embrocation	...	1/6	12-
1/6	Storaxol	...	1 6	12-
1 lb.	Thermofuge	...	2/6	22-
1 lb.	"	...	4/-	36/-
1 lb.	"	...	7/-	63/-
2/3	Sanatogen	...	2 3	20 3
3/3	"	...	3/3	30 10
5/9	"	...	5/9	52 6
10/9	"	...	10/9	97 6

Don't lose EMBROCATION SALES!!

EMBROMULSA

enables you to make a rich creamy Embrocation without trouble or mess. The product is equal to any Embrocation advertised for sale, and sells readily at 1/3 per bottle. Cost 5d. per bottle. Profit every sale 10d. per bottle.

SEASON JUST COMMENCING.

Embromulsa is supplied in

1 oz. packets	...	2/6	each
(Enough for 1 gallon)			
4 oz.	„	...	7/6 „
8 oz.	„	...	12/6 „
16 oz.	„	...	22/6 „

With complete instructions for use.

Direct from—

HAROLD MILLER,
Manufacturing Chemist. CHELTENHAM.

SACCHARIN TABLETS

$\frac{1}{2}$ gr. 330 In 1.

Neatest and Sweetest.

£6-18-0 per lb.

or

20/- per 1,000

Over 7,000 to the lb.

SPECIAL PRICES FOR LARGER QUANTITIES.

CASH WITH ORDER. CARRIAGE PAID

RICHARD HOULT,
73 Elford Grove, LEEDS.

DOCTOR WILSON'S SWEETEN-IT

Is a Highly Concentrated Substitute for Sugar.

TRY IT. YOU WILL BE DELIGHTED.

Good for
Cakes
Fuddings, **SWEETEN-IT** Ice-Cream,
Pastry,
Jam, etc.

SELLS LIKE HOT CAKES

Packed in Envelopes.

Retail 3d. Packet costs **30/-** gross.
 " 6d. " " **54/-** " " " "
 " 1/- " " **66/-** " " " "

Special terms for 5 gross assorted.

Cash with Order." Immediate delivery. Carriage Paid.

AGENTS:

LYNDWOOD & CO., *Wholesale Chemists,*
71 High Holborn, London, W.C. 1.

The Original Advertiser of
SACCHARIN TABLETS

$\frac{1}{2}$ gr. 330 in 1.

Still leads and offers

1 lb.	(average over 7,000)	£7	0	0	per lb.
2 lb.	...	...	6	19	0 "
5 lb.	...	...	6	18	0 "
10 lb.	...	...	6	17	0 "
20 lb.	...	...	6	16	0 "

Flasks of 100 @ 26/- per doz; 200 @ 50/-; 1000 lots, 20/- each
Tablets of $\frac{1}{4}$ gr. 330 in 1 (average 7,000)
100/- per lb.; 2 lbs. @ 97/6; 5 lbs. @ 95/-

CASH WITH ORDER. REGISTERED POST PAID.
SAME DAY AS ORDER RECEIVED.

WALTON, Chemist, BATLEY, YORKS

*NOW IS THE TIME TO PUSH
— THE SALE OF —*

Lavona Hair Tonic

For a month or so supplies have been restricted,
but we can now dispatch any quantities of both large
and small sizes on the same day as orders are received.

PRICES.

WHOLESALE.

LARGE SIZE - 37/6 PER DOZ.

SMALL SIZE - 26/- PER DOZ.

RETAIL.

LARGE SIZE - 4/3 PER BOTTLE.

SMALL SIZE - 2/11 PER BOTTLE.

It will be seen that LAVONA HAIR TONIC yields a good profit and as

We Guarantee the Sale

no risk is incurred by ordering well in advance of requirements.

SHOWCARDS

*A limited number of Showcards are available
and supplies will be promptly sent to
chemists able to make a display
in conjunction with the
advertisements now appearing
in the Press.*

Address :—

International Chemical Company Ltd.
7, WYBERT STREET, MUNSTER SQUARE,
LONDON, N.W. 1.

By Royal Warrant of Appointment
to H.M. The King.



By Royal Warrant of Appointment
to H.M. The King.

Only
ONE
Address.

DAY & SONS, ESTABLISHED 1840.
CREWE. LTD (CREWE)
HORSE, CATTLE, SHEEP & DOG MEDICINES.

Only
ONE
Address.

LARGEST SALE IN THE WORLD.



DAY'S BLACK DRINK

Cures Colic or Gripes in Horses or Cattle, Scour and Weakness in all Young Stock, Blown Cattle and Sheep, Debility, Chills and Low Condition in all Stock.

Price 1/8 per bottle

DAY'S HUSKOLEIN

Almost infallible for Tape Worms in Lambs and other Animals; for Husk or Hoose in Calves, Lambs, &c. A speciality for Worms in Horses and Colts.

6/6 per bottle

DAY'S ZOMO-SAL.

For Blood Disorders, Humours, General Weakness, Surfeits, Indigestion, Sterility, &c., in Horses and Beasts. Promotes Growth of Bone. Makes animals "fit" for Show or Sale.

In Canisters at 7/6, 20/-, and 40/-

DAY'S RED DRINK

OR COW DRENCH.

For Costiveness, Loss of Cud, Indigestion, Garget, Colds, Fever, Hidebound, &c., in Cattle. Prepares Cows for Calving, Prevents Milk Fever, and cures Bad Cleansing.

12/- per doz. packets.

The Ewe Drench for Ewes, 3/6 per doz.

DAY'S OILS

(THE PURIFIED DRIFFIELD OILS)

Heal all Wounds in Horses, Cattle, and Sheep, Sore Tests and Swollen Udders in Cows and Ewes. For Anointing in difficult Lambing or Calving.

2/6 and 6/- per bottle.

DAY'S WHITE OILS.

A Safe Embrocation for Sprains, Swellings, Windgalls, Sprung Sinews, Rheumatism, Sore Throat, Weak Joints, &c.

2/6 and 6/- per bottle.



DAY & SONS' "ORIGINAL" MEDICINE CHESTS

Price £1 4s., £2 4s., £5, and £10 10s. ; Carriage Paid.

Arranged for Horses, Cattle and Sheep; Horses only; or to suit any class of stock.

WHEN ORDERING PLEASE STATE REQUIREMENTS.

The Chest Illustrated is similar to that at £5 and £2 4s.

Great Specialties.

ONLY GENUINE FROM
DAY & SONS, CREWE, LTD.,
CREWE, ENGLAND.

LIBERAL TERMS FOR FOREIGN BUYERS.

ALCRESTA TABLETS OF IPECAC

LILLY

Uncoated, Disintegrating

Easy to Take

Cause No Nausea



Permit the Oral Administration of Massive Doses of Ipecac

Each tablet contains the alkaloids of ten grains of Ipecac, U. S. P., combined with a form of hydrated aluminum silicate. The tablet disintegrates readily, but the compound passes through the acid juices of the stomach unchanged and liberates the Ipecac alkaloids in the alkaline secretions of the intestines; thus the nausea and vomiting are avoided.

Prescribed by Both Physicians and Dentists

BY PHYSICIANS—In Amebic Dysentery, Amebic Infections of the Tonsils, Typhoid Fever and various Intestinal Disturbances.

BY DENTISTS—In Pyorrhea as an aid to dental instrumentation in which they are as efficient as hypodermatic injections of emetine.

Supplied in Bottles of 40 and 500 Tablets

LILLY'S DENTAL LOTION

An Emetine Prophylactic Mouth Wash, Useful in Pyorrhea; also prescribed in Tonsillitis, Pharyngitis and Stomatitis.

Effective and Pleasant in Flavor—A Steady Repeater

Supplied in 3-oz. and 1-pint Bottles

Order Through Your Wholesaler

Further Information on Request

Agents for Great Britain

JOHN MORGAN RICHARDS & SONS, Ltd.

46-47 Holborn Viaduct, LONDON, E. C.



ELI LILLY & COMPANY

Principal Office and Laboratories, INDIANAPOLIS, U. S. A.

THE BRITISH DRUG HOUSES

LT.D

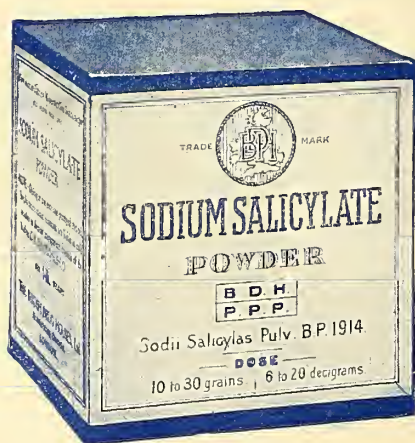
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